

The Helen Delich Bentley Port of Baltimore

MAY/JUNE 2012



m
SC Strengthens Service with
Growth of
Trade Lanes

Baltimore Still Building
on Record-Setting Year



Scan the QR code with your
smartphone to visit the Maryland
Port Administration's website
www.marylandports.com

Vehicle Processing Centers
Offer Excellent Car Care



[...]

Before it gets to your spoon,
it probably took a ride on our rails.

How tomorrow moves™



csx.com



Angel Brzezinski
BalTerm employee for 7 years

One of our most important assets.

Quality service. Quality employees.

Partnering with BalTerm means you partner with 180 of the most experienced personnel in forest products warehousing, stevedoring and shipping. Their mission: to provide quality service to you... our valued customers. Just-in-time delivery services mean



fast execution and world-class forest products terminal handling. Quality service and quality employees, along with exclusive strategic partnerships are the foundation of over 100 years of warehousing, stevedoring and cargo handling experience.

At BalTerm, our assets are your assets.



www.BalTerm.com

South Locust Point Marine Terminal 2001 East McComas St. Baltimore, MD 21230 410.752.9981

The Helen Delich Bentley Port of Baltimore

MARYLAND PORT ADMINISTRATION

World Trade Center Baltimore
401 E. Pratt St., Baltimore, MD 21202
Toll Free 1-800-638-7519

Executive Director

James J. White – 410-385-4401

Deputy Executive Director

M. Kathleen Broadwater – 410-385-4405

Director of Operations

Dave Thomas – 410-633-1043

Director of Engineering

Doug Matzke – 410-385-4806

Director of Finance

Vince Marsiglia – 410-385-4560

Director of Maritime Commercial Management

Michael Miller – 410-385-4747

Director of Security

David Espie – 410-633-1153

Director of Marketing

Richard Powers – 410-385-4731

OFFICE OF COMMUNICATIONS

410-385-4480

Director of Communications

Richard Scher

FIELD OFFICES

New York/New Jersey Charles McGinley – 908-964-0772

Pittsburgh Richard Pagley – 724-657-6805

Taiwan Shin I. Lin – 886-2-2314-8952

Latin America/Caribbean Ricardo Schiappacasse – 410-385-4453

PUBLISHER

Media Two

The Custom Communications Division of Today Media

1014 W. 36th St., Baltimore, MD 21211

410-828-0120 | Fax: 410-825-1002

www.mediatwo.com

President

Jonathan Witty

Chairman

Robert F. Martinelli

General Manager

Kim Fortuna

Advertising Director

Steve Lassiter

Editor

Blaise Willig

Art Director

Darby Lassiter

Graphic Designer

Chris Boyd

Staff Writers

Nancy Menefee Jackson,
Kathy Bergren Smith, Merrill Witty

Staff Photographer

Kathy Bergren Smith

Traffic Coordinator

Chris Milton

Please address all advertising inquiries to Media Two, attention Steve Lassiter. Please address all editorial inquiries to Media Two, attention Blaise Willig. Material in this magazine may be reproduced in whole or part with a credit line reading "Reprinted from The Helen Delich Bentley Port of Baltimore Magazine." The Maryland Port Administration is an equal opportunity affirmative action agency.



Maryland Department of Transportation

Printed in U.S.A.



GOVERNOR

Martin O'Malley



LIEUTENANT GOVERNOR

Anthony G. Brown



SECRETARY, MARYLAND DEPARTMENT OF TRANSPORTATION

Beverley K. Swaim-Staley



EXECUTIVE DIRECTOR

James J. White

MARYLAND PORT COMMISSIONERS



William Dockser



Donald C. Fry



Peta Richkus



Theodore G. Venetoulis



Charles H. White Jr.

8 ACRES OF PAVED OUTSIDE STORAGE AVAILABLE



**DUNDALK
MARINE
TERMINAL**

DUNDALK AVE

FEATURED PROPERTY

8 +/- Acres of Paved Storage
Fenced with Automatic Gates
Easy Access to Marine Terminals
Auto, RORO, Trailers & more!

**SEAGIRT INDUSTRIAL
CENTER**

2950 Dundalk Avenue
Baltimore, Maryland 21222

STRIVING TO SET THE STANDARD FOR EXCELLENCE AND SERVICE



JAMES F. KNOTT REALTY GROUP

Brokerage
Development
Construction
Property Management

www.jfknott.com

One Texas Station Ct., Suite 200 • Timonium, Maryland 21093 • Tel 443.689.8000 • Fax 443.689.8008



24



34

CONTENTS

May/June

FEATURES

- 20** Big Numbers to Build On
No Stopping Port During Record-Setting Growth Period
- 22** Five to Thrive
MSC Offers Five Trade Lanes Linking Baltimore to the World
- 24** Uncommon Car Care
Vehicle Processing Centers Provide Special Attention
- 28** Star-Studded Celebration
War of 1812 Bicentennial Shines Spotlight on Baltimore
- 32** Nordana's Niche
Multipurpose RO/RO Vessels Link U.S. to Mediterranean
- 34** Höegh's Huge Range
Cargo Diversity Goes Hand-in-Hand with Reliability
- 38** Shipping Agents & Lines
Resource List Delivers Contact Information



The latest news about the Port of Baltimore can be found on Twitter. Users should go online to twitter.com/portofbalt.

DEPARTMENTS

- 7** Governor's Message
Cruise Customers Kept Satisfied
- 7** Executive View
Unparalleled Auto Success
- 8** Soundings
Cargo / Events / In Memoriam /
Newsmakers / Safety / Security /
Shipping

- 16** GreenPort
Getting a Charge
Out of Electric Vehicles
- 36** Port Person
Customer Focus for
WWL's Fitzgerald
- 43** Maiden Voyages
Vessels Visiting Baltimore
for First Time
- 44** Port View
A Tribute to
Chesapeake Bay Tugboats



28

COURTESY OF VISIT BALTIMORE

COVER: The container vessel Texas recently arrived in Baltimore, where MSC operates five trade-lane services and brings five ships each week.



Knows Its Territory

Mediterranean Shipping Company, the second largest container shipping company in the world, provides a special regional capability when shipping around Europe, the Mediterranean and the Baltic. Understanding the unique challenges of international shipping and providing knowledgeable solutions makes MSC the smart choice when heading to and from these regions.



MEDITERRANEAN SHIPPING COMPANY (USA), Inc.
as agents for MSC Mediterranean Shipping Company S.A.
(212) 764-4800, NEW YORK
www.msccva.ch

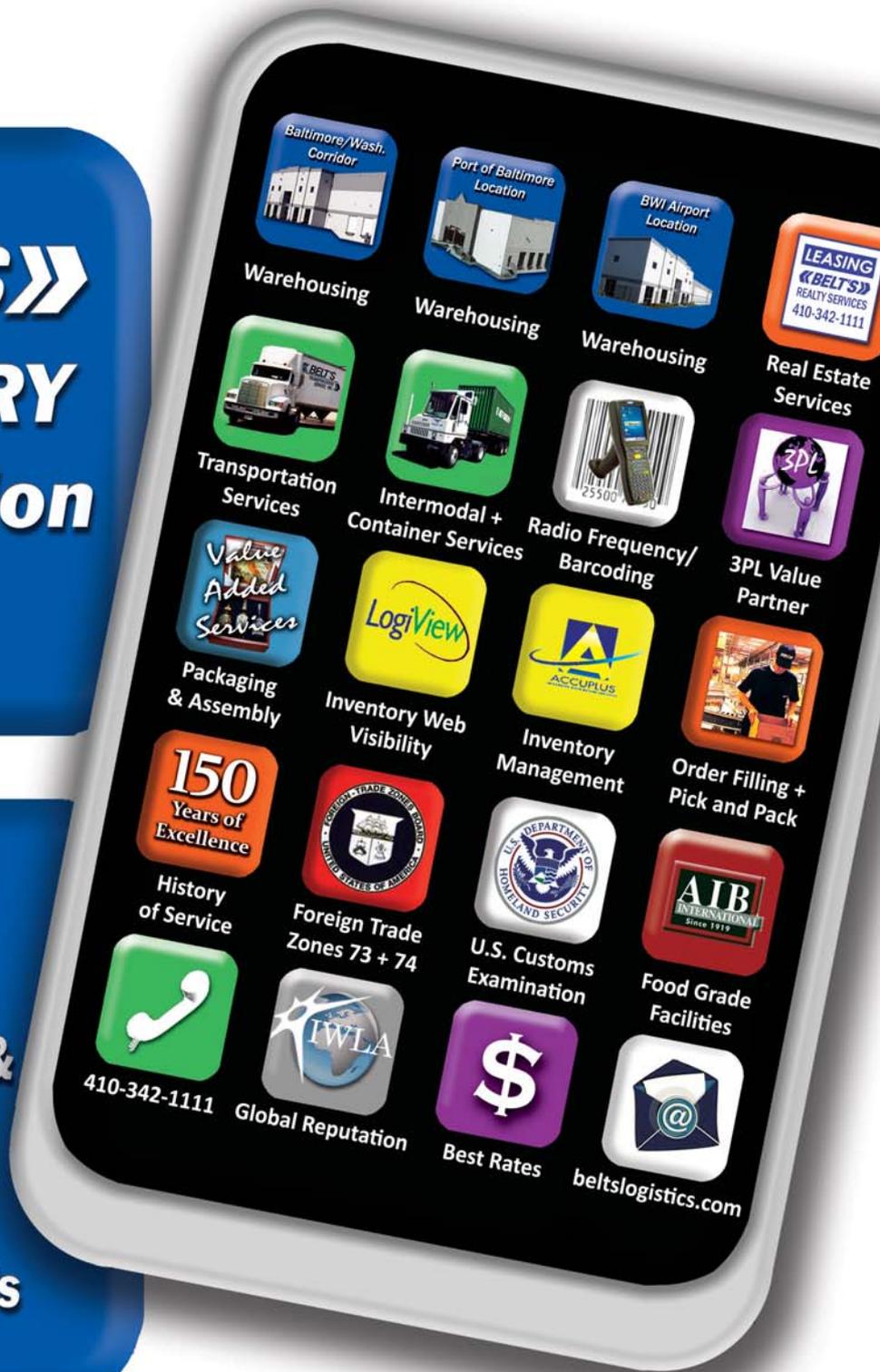


*WE BRING
THE WORLD
CLOSER*

ATLANTA 770-953-0037	BALTIMORE 410-631-7567	BOSTON 978-531-3981	CHARLESTON 843-971-4100	CHARLOTTE 704-357-8000	CHICAGO 847-296-5151	CLEVELAND 440-871-6335	DETROIT 734-955-6350	HOUSTON 713-681-8880
LONG BEACH 714-708-3584	MIAMI 305-477-9277	NEW ORLEANS 504-837-9396	NORFOLK 757-625-0132	WILMINGTON, N.C. 910-392-8200	BAHAMAS, FREEPORT/NASSAU 242-351-1158	MONTREAL, CAN 514-844-3711	TORONTO, CAN 416-231-6434	VANCOUVER, CAN 604-685-0131

**«BELT'S»
has EVERY
Distribution
App**

**We provide a
diverse variety
of distribution &
warehousing
applications to
meet your needs**



«BELT'S»

Visit www.beltslogistics.com

The Belt's Corporation ❖ 949 Fell Street, Baltimore, Maryland 21231

Cruise Market Experiences More Growth

Working together, we've achieved remarkable growth in our cruise market at the Port of Baltimore in recent years.

For many years, the port averaged between 25-30 cruises per year during each spring, summer and early fall. In 2009, the port began offering cruises year-round at its new cruise terminal — and that's when cruising from the Port of Baltimore really took off.

In 2008, about 61,000 people sailed on 27 cruises from Baltimore. Last year, we had a record 251,000 people sail on 105 cruises. This year, with 100 cruises scheduled to depart from our port, we will again see more than 225,000 vacationers leave on a cruise from Baltimore. The most recent industry-wide figures available show that in 2010, the Port of Baltimore handled the fifth-largest number of cruise passengers among East Coast cruise ports and the 12th largest in the U.S.

The investments we have made in our easy-to-access cruise terminal off of I-95, adjacent to downtown Baltimore, are paying dividends. In just the last three years, we have increased our on-site parking and have installed a \$3 million climate-controlled boarding bridge to enhance the customer experience. Our goal has been, and continues to be, to create an exceptional cruise experience through our incomparable customer service and

our easily accessible, high-quality facilities. In fact, the Port of Baltimore was recently recognized by Carnival Cruise Line as having the best embarkation staff of any port it serves throughout the U.S. and Canada.

There's no reason to think the tremendous growth in our cruise market can't continue. Last month, Royal Caribbean International announced it would bring the newly renovated *Grandeur of the Seas* back to the Port of Baltimore in 2013 for year-round cruising. The placement of this new and improved ship in Baltimore is a strong vote of confidence for the Port of Baltimore and for our region as a cruise market. Not to mention, Baltimore is within a six-hour drive of 40 million people — a significant portion of that market having yet to be tapped.

We are confident we will achieve even stronger growth in our cruise market for years to come. For those who have cruised from the Port of Baltimore, we hope to see you again soon. To everyone else, give us a try and start your cruise vacation with us. We think you will enjoy your experience.



Martin O'Malley, Governor

Auto Efforts Enhanced by Top Processors

Autos are one of our key commodities at the Port of Baltimore. Last year the Port handled more autos than any other U.S. port. We attribute that significant accomplishment to many factors, including stronger demand for new cars in an improving economy and the Port of Baltimore's overall reputation as one of this country's top auto ports. One of the reasons why our port today is known for autos is because we have some of the best auto processing companies in the world right on our docks — and you can read about them in this issue.

When most people purchase a car, they usually do not think about how their car was made. They do not concern themselves with where rust-preventive undercoatings were applied, or where accessories like running boards, spoilers, satellite radios or special trims were added. They only want to make sure it was done — not where it was done.

The Port of Baltimore is fortunate to have four of the leading auto processing companies in the nation operating on our docks — AMPORTS, Mercedes-Benz, WWL and our newest processor, AWC. When cars are made in this country and shipped out from our Port,

before they are loaded onto a vessel for overseas transport, they are handled by an auto processor who can add special options like those mentioned above. It is the same when an imported car arrives here from another country. After it's driven off a ship and before it goes to the car dealer, it is taken to an auto processor right here at the Port.

Having auto processors located on-dock at a port means that new cars do not have to travel outside a port to receive any special accommodations. Making that extra trip can increase overall costs and delivery time to the customer.

Auto processing companies may not be on the minds of the public when they purchase a new car, but they are clearly a key reason why the Port of Baltimore today is regarded as one of the top auto ports in the U.S.



James J. White, Executive Director

SOUNDINGS

The happenings in and around the Port



The M/V Simon Schulte docked at a 38-foot-deep berth while delivering a record 47,500 tons of raw sugar to Baltimore.

contributing \$150 million to the city's economy."

At the time of the *Simon Schulte's* arrival, Dock Superintendent William Manning estimated that approximately 16 working days would be required to unload the shipment with the pier's two cranes; the bucket of one crane can lift about 4,500 pounds of sugar.

Last year, the Port of Baltimore handled about 800,000 tons of sugar, earning it the No. 1 ranking among U.S. ports for sugar the second year in a row. All sugar is unloaded at Domino's private marine terminal.

Along with processing sugar packaged in those familiar yellow and white bags and boxes found in almost every Baltimore pantry, Domino also ships bulk sugar by truck or rail to operations such as Hershey's, General Mills and Kraft Foods. 🌐

CARGO

How Sweet It Is – Record-setting Shipment of Raw Sugar Arrives

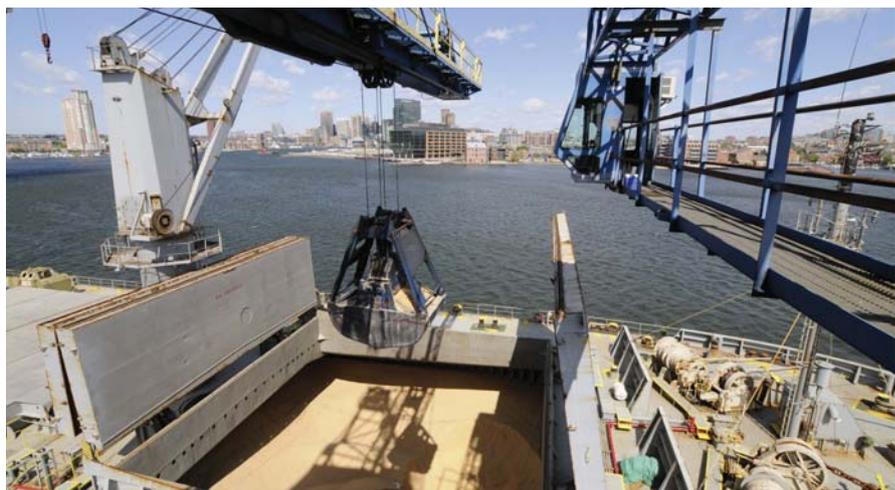
The largest single shipment of raw sugar to come to any port east of the Mississippi River recently arrived in Baltimore aboard the M/V *Simon Schulte*. The vessel, 600 feet long with a beam of 100 feet, carried more than 47,500 tons of sugar from Guatemala, bound for Domino Sugar at the Inner Harbor.

The berth at which the *Simon Schulte* docked is 38 feet deep.

"Baltimore has a deeper harbor and we are able to accommodate these larger ships," said Kelly DeAngelo, Process Manager at the refinery, which is owned by Domino's parent company, American Sugar Refining Inc.

The ship and its record-breaking cargo arrived on April 9 as the company was recalling its earlier days, back when burlap sacks of sugar were unloaded by

hand. "It is especially sweet that we are one week away from celebrating our 90th anniversary here as the last manufacturing facility in the Inner Harbor," DeAngelo said at the time. "We have 500 people working here from two different unions,



CARGO

Trans American Transports Huge Steel-Bending Press

The sign across the front bumper of the big rig said "Over Size Load," which, in this case, might have been an understatement. Trans American Trucking Service, Inc. recently came to the Port of Baltimore's Dundalk Marine Terminal to arrange the pick-up and delivery of main components for a steel-bending press that, when assembled, will be the largest machine of its type in the



KATHY BERGREN SMITH

United States.

Manufactured in Southern Germany, the press arrived on a "K" Line vessel in late March and headed out of Baltimore onboard a 19-axle truck and trailer combination, destined for the Timken Company in Canton,

Ohio. The press unit weighs 180,776 lbs., the two sideframes are 82,315 lbs. each and the base frame is 58,135 lbs.

"We enjoyed great cooperation on the part of the terminal operator in Baltimore," said Tom Jensen, Trans American's

Director of International Project Services. "Thanks to the Port of Baltimore, it was another project delivered on time and on budget."

The shipping of the entire machine has been ongoing for the past few months, with a total volume of 2,500 tons. 🌐

SAFETY

Rukert Terminals Corporation was one of 40 companies to recently receive a safety award from the Injured Workers Insurance Fund (IWIF). Award recipients were selected from a field of 22,000 companies.

"It is quite an honor," said Rukert President John L. Coulter. "We're a family business — We pride ourselves on being a family workplace where safety is key. This award is symbolic of what we strive to do here. We hope to win it next year."

Rukert is a 91-year-old, privately owned and operated company specializing in the handling of metals, ores, fertilizers, alloys and other dry bulk and break-bulk cargoes. Services include stevedoring, warehousing, and transfer to and from vessel, rail or truck.



Rukert
Receives
IWIF
Award

Rukert offers internal safety incentives. The company has 170 employees in eight departments, and each department receives a reward for going 90 days without an injury. The reward — a special luncheon with crab cakes. "As a department, they look out for each other," said Coulter. 🌐

SECURITY

Excellent Score for Port Security ----->

For the fourth year in a row, the U.S. Coast Guard has given an excellent security rating to the Port of Baltimore's public marine terminals.

In a letter to Maryland Port Administration (MPA) Executive Director James J. White, U.S. Coast Guard Sector Baltimore Captain of the Port Mark P. O'Malley called the assessment "excellent" and said, "The success of this year's exam was due in large measure to the outstanding professionalism, commitment and dedication exhibited by the operations and port security departments and Maryland Transportation Authority Police. The efforts MPA has made to renovate facilities while also establishing more effective security risk mitigation strategies has demonstrated your continued dedication to securing your facilities."

Governor Martin O'Malley noted, "The most basic responsibility that any government — federal, national or local — has is to protect the well-being of our people. In Maryland, we have 12 core capacity goals to improve homeland security, and among them is improved transportation security. Thanks to our federal and state partners who have worked together to make significant investments and improvements, the Port is among the most secure in the nation for four years in a row." 🌐

In the last few years, SECURITY IMPROVEMENTS made BY THE MPA have included:

- »» Implementing real-time video surveillance
- »» Becoming one of the first major U.S. ports to require the federally mandated Transportation Workers Identification Credential (TWIC)
- »» Installing a state-of-the-art entry system for trucks at the Dundalk Marine Terminal that includes a gate pass system for cargo trucks, video cameras on the inbound and outbound lanes, and an intercom system between the truck lanes and a gate security building
- »» Enhancing perimeter fencing and radiation portal monitors that check all containers leaving the Port by truck for radioactivity



POINT BREEZE BUSINESS CENTER
 2200, 2400 & 2500 BROENING HIGHWAY
 BALTIMORE, MD
 FOREIGN TRADE ZONE

Strategically located in the heart of the Baltimore Metro area, Point Breeze Business Center is adjacent to the Port of Baltimore and has Foreign Trade Zone status. The property provides easy access to I-95, I-895, and I-83.

AVAILABILITY

Office Suites Available – 800 SF and Above

AMENITIES

- On-site landlord and management office
- Conference facilities available
- Enterprise Zone/possible tax advantages
- Public transportation via #20 bus
- Ample, free surface parking



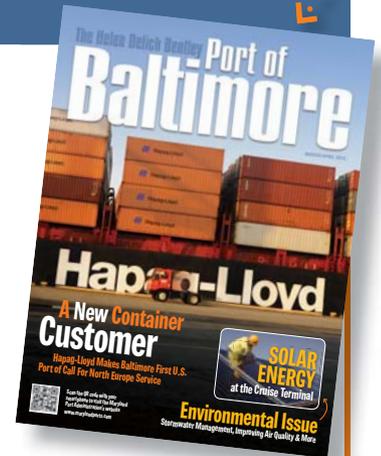
LEASING INFORMATION – CONTACT:
GAIL CHRZAN
 CBRE
 410.244.3129
gail.chrzan@cbre.com

OWNED BY:



CBRE | 250 West Pratt St. | Suite 1700 | Baltimore, MD, 21201 | www.cbre.com/baltimore

REACH TOP MARITIME INDUSTRY DECISION-MAKERS



Upcoming Issue July/August

FOR ADVERTISING INFORMATION
 Contact Steve Lassiter at
443.909.7828 or
steve.lassiter@mediatwo.com

SAFETY

Workplace Injuries in Decline for Second Straight Year

For the second year in a row, the Maryland Port Administration (MPA) received a safety recognition award for decreasing the number of workplace injuries.

Each year, the State Employee Risk Management Administration acknowledges Maryland state agencies that have reduced injuries by at least 10 percent in a calendar year. The MPA exceeded this benchmark with workplace injury decreases of 17.5 percent in 2010 and 18 percent in 2011.

Barbara McMahon, MPA Manager, Safety, Environment and Risk Management, attributed the MPA's outstanding performance to "an organizational commitment to safety and an active labor/management safety committee that works to identify workplace hazards." Efforts include ongoing safety audits and regular safety training for the workplace, such as fall protection and chemical safety, as well as a program of joint union/management safety inspections.

By providing the resources to ensure that the MPA has an active and successful safety program, executive management shows its "commitment to worker safety and health," McMahon noted. 🌐

SHIPPING

NSCSA Becomes Bahri

Marking its "evolution into a global force," the 33-year-old National Shipping Company of Saudi Arabia (NSCSA) announced a name change in April. The company is now branded as Bahri.

"The business landscape is changing at a tumultuous pace and requires nothing short of reinventing ourselves to be agile and responsive to the critical needs of our stakeholders in the national, regional and global arena," said Bahri CEO Saleh Al Jasse. "Today, as Bahri, we can proudly say that we do not only excel in marine transportation alone, but that we are realizing NSCSA's dream to be a total logistics solutions provider."

Bahri has expanded and diversified greatly to include business sectors ranging from general cargo, dry bulk and ship management to oil & gas and chemicals. Bahri owns and operates 19 chemical tankers, 17 very large crude carriers (VLCCs) and four general or Roll-On/Roll-Off ships, with many new vessels expected to join the fleet by 2014. Bahri is one of the top 10 VLCC owners in the world. 🌐

bowman LOGISTICS

301.223.1007
www.bowmanlogistics.com
info@bowmanlogistics.com

LOCATION:

- Conveniently located in the Mid-Atlantic - Hagerstown, Maryland, I-70 & I-81; easy access to/from the Mid-West
- Foreign Trade Zone #255 (Hagerstown, Maryland)
- Nearby Intermodal Facilities: Norfolk Southern (Greencastle, PA 3 mi); CSX (Chambersburg, PA 17 mi)
- Nearby ports: Port of Baltimore & Inland Port at Front Royal, VA (Norfolk)
- Warehouse/Distribution facilities also in Indianapolis, IN and Atlanta, GA

TRANSPORTATION:

- Fleet of 325 Volvo/Mack Trucks & 1,100 Trailers
- C-TPAT & Smartway Certified; Fast Approved
- TWIC Certified Drivers (Steamship Container Transport)
- Hazmat Certified Drivers
- Safety as evidenced by DOT CSA Scores

WAREHOUSING:

- Warehouse Management System (Logimax)
- 24/7 Web-based Customer Self-Service
- RF, RFID & Bar-Coding / Labeling; EDI
- Pick-Pack, Packaging, Product Customization
- Kitting, Labeling, Inventory Management
- Cross-Dock / Transload Services
- Up to 32' clear height

LOGISTICS:

- 3PL: Warehousing, Transportation and Logistics Services
- Privately-Held, Financially Strong

Bowman Logistics: Distributing the World to Mid-Atlantic USA

We Carry Through

Over **53** Years of Excellence

Contact us for your Warehousing, Transportation and Logistics Solutions needs.

NEWSMAKERS

BPA Welcomes New Chair

In April, Baltimore Port Alliance (BPA) Chair Capt. Eric Nielsen handed over his gavel to Paul Kelly, who had been serving as Vice Chair.

Both men are adept at juggling multiple responsibilities: Kelly is also Chairman of the Board of the Maryland Motor Truck Association, while Nielsen is President of the Association of Maryland Pilots.

A member since 1990, Kelly praised the BPA for its ability to bring all factions of the Port together to solve problems. He recalls that when the committee first started, none of the major players from the agencies and industries involved in the Port would sit down together to address issues plaguing customers.

Since then, the BPA has smoothed the way for customers, helping to increase business at the Port.

"This is a very important committee," Kelly said. "I want to make sure that all involved support this council because we have to do it as a group. It takes all of us to get the problems solved — the steamship trades, the ILA and MPA, the private terminals and the brokers and freight forwarders. I think Eric has done an excellent job in the last two years and I want to maintain a lot of his accomplishments."

Kelly said he will make sure that when legislators propose legislation, such as a fuel tax and increased tolls, they understand how that affects the Port. "We have to be aware of those things," Kelly said. "We have committees who meet with the legislators, and we'll continue to do that."

Kelly also is the Vice President of what is now known as A&S Intermodal



KATHY BERGREN SMITH

Capt. Eric Nielsen, left, greets new Baltimore Port Alliance Chair Paul Kelly at a recent BPA Legislative Reception in Annapolis.

Division, formerly Den-El Transfer, where he has worked for more than a decade. He and his wife, Phyllis, have three children and nine grandchildren. 🌐

EVENTS



Transportation Industry Pulls Together at College Event

The Maryland Port Administration (MPA) and other Port-related companies and associations were on hand for the inaugural Anne Arundel Community College (AACC) Truck Pull, held in connection with the Institute of Supply Management on March 28.

More than a dozen teams of five AACC students and faculty members competed in a timed event, pulling an empty delivery truck over a short, marked course.

Transportation, logistics and supply chain companies set up booths, tables and displays providing information on the industry, career opportunities and job listings. In addition to the MPA, other participants included FedEx,

Ian International, the Maryland Motor Truck Association and Securitas Security Services.

CSX brought a rail truck, UPS brought a 20-foot tractor-trailer and Rukert Terminals Corp. brought several trucks to the event, which was sponsored by the AACC Transportation, Logistics and Supply Chain Management program. 🌐



COURTESY OF AACC



Learn More about Foreign Trade Zones

These Businesses Already Know

Our staff of experienced economic development professionals will work confidently with your business to ensure you receive all applicable incentives to help you evaluate Baltimore as an expansion or relocation site.



M.J. "Jay" Brodie, President
 For more information about
 the services we provide:

Please Contact: Todd Dolbin
 Director, Foreign Trade Zone #74
 Enterprise Zone Administrator
 36 South Charles Street, Suite 1600, Baltimore MD 21201-3015
 410-837-9305 (t) • 410-837-6363 (f)
www.baltimoredevelopment.com





NOW OPEN
at the Port of
Baltimore

**WARM SERVICE.
DELIVERED GOLD.**

For 84 years, you've known us as Merchants Terminal Corporation. To better accommodate an evolving market we, too, have evolved by providing a full line of services. Introducing MTC Logistics. To learn more please visit us at www.mtccold.com



www.mtccold.com
410-342-9300
Baltimore | Jessup | Wilmington

WAREHOUSING ■ TRANSPORTATION ■ TECHNOLOGY

SOUNDINGS



IN MEMORIAM

Three Decades of Distinguished Service for Fire Boat Captain

Baltimore City Fire Boat Captain James William Smith, a staunch maritime protector and supporter, died March 29 after an extended illness. During his 32 years of distinguished service, Captain Smith played an instrumental part in enhancing the Port of Baltimore community.

The State of Maryland bestowed the honor of Chesapeake Bay Ambassador to Captain Smith in 2011 during National Maritime Day activities onboard the Nuclear Ship *Savannah*. The Baltimore City Fire Department, which he joined in 1979, and the Baltimore & Chesapeake Steamboat Company co-sponsored the recognition through heritage supporter State Senator Jennie M. Forehand. The recognition spoke in particular of Captain Smith's efforts "aiding the development and implementation" of the 2007 first-line hazardous materials vessel, *John R. Frazier*, a Regional Response Watercraft with homeland security capabilities. 🌐

FLEXI-VAN LEASING, INC.

"Fifty-five years of service to the Intermodal Industry"

- FlexiDay, Daily Chassis Rentals: Available across the USA & Canada.

Baltimore, North & South Jersey, Chicago, Houston, Oakland, Long Beach, Seattle, Toronto

Jacksonville, Atlanta, Charleston, Memphis, Savannah
More locations coming.

* Tri-Axle sliders available
* 40-45 ft. extendable chassis available

- Chassis and Genset Leasing
- Chassis, Container, Trailer Repair
- Over 157,000 Leasable Chassis

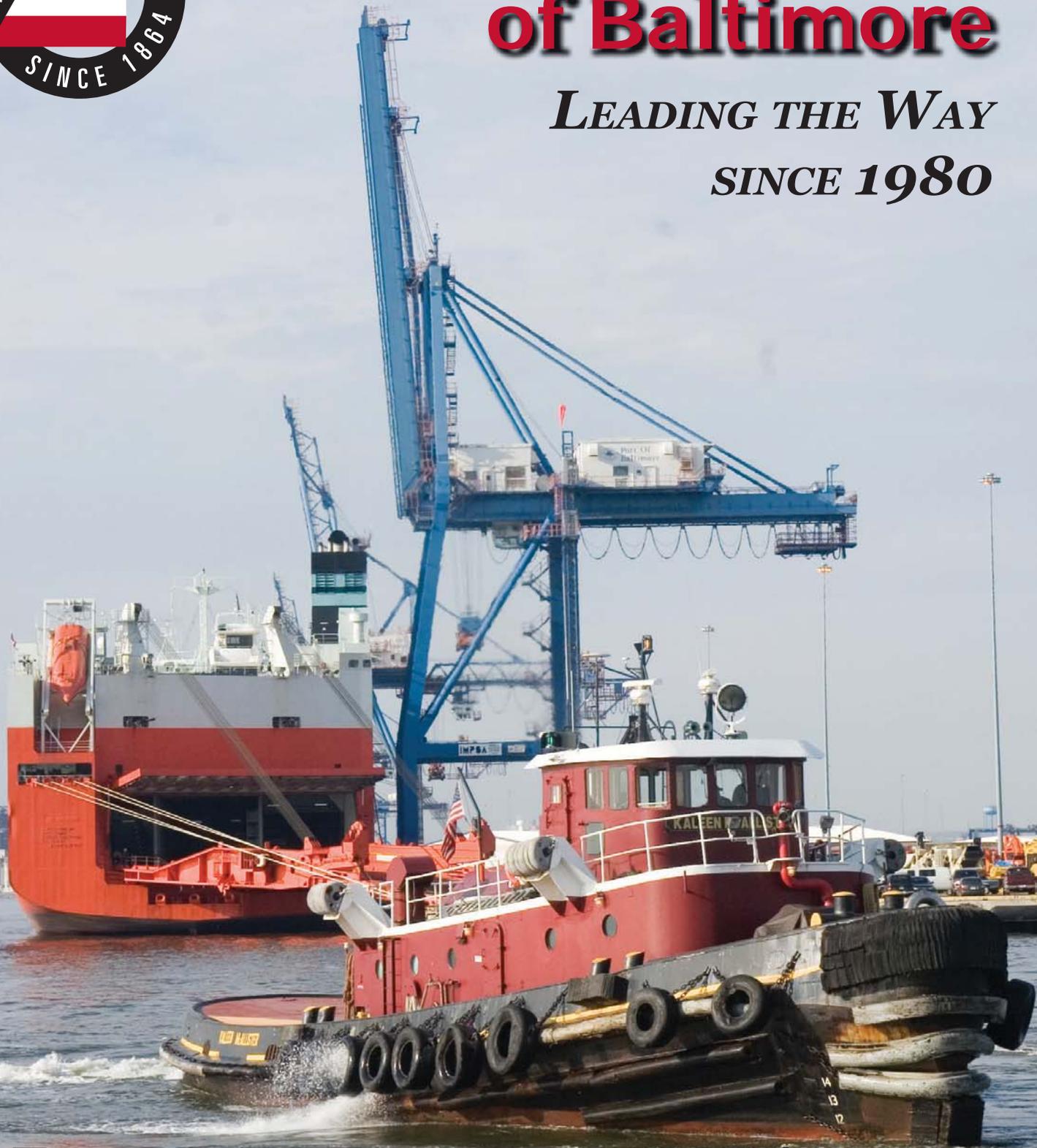


4901 Holabird Avenue, Baltimore, MD 21224
PHONE (410) 633-2400 / FAX (410) 633-2544 / www.flexi-van.com



McAllister Towing of Baltimore

*LEADING THE WAY
SINCE 1980*



**THE 3,300 HP TRACTOR KALEEN McALLISTER
THE FOREMOST TIER TWO SHIPDOCKING TUG
IN BALTIMORE HARBOR**

GreenPort

Environmental Stewardship at the Port of Baltimore



WWL Charging Forward with Electric Vehicles

At the Wallenius Wilhelmsen Logistics (WWL) Mid-Atlantic Terminal, higher gas prices won't matter for some of its vehicles.

WWL has invested in solar panels to power two all-electric vehicles (EVs). The dual-panel units use a GPS-enabled mechanism to follow the sun and produce 25 percent to 45 percent more electricity per day than conventional fixed solar panels.

Advanced Technology & Research Corp., an engineering and manufacturing firm based in Columbia, Md., installed the three "tracking" solar units.

Once fully charged, the EV — a Global Electric Motorcar (GEM) used to transport employees and materials around the terminal — can run three to four days, or about 35 miles, before recharging is necessary, said Michael Derby, WWL's General Manager for North Atlantic Operations - Ocean, Terminal and Environmental Affairs. "We hope the energy produced by the solar trackers can completely offset the power needed to operate the EVs," he said. "If this works out, WWL will consider deploying more trackers. We hope to prove that the

concept works with these initial trackers, and then our goal would be to adopt the concept at other facilities."

Derby added, "As an environmental forerunner in the maritime industry, WWL is pleased to undertake this initiative as part of our energy-efficiency and emissions-reduction programs."

Dr. Jackson Yang, ATR's Founder and CEO, noted, "We are very pleased that Wallenius Wilhelmsen Logistics has chosen to work with ATR and utilize our tracking solar arrays as part of its renewable energy initiatives. We are confident that the company will benefit from these small, high-performance solar devices."

The GEMs join two electric "Gator" vehicles already in use.

"We have a vision to be emissions free by 2020," said Rod Pickens, WWL's Terminal Manager.

Another step in that direction is the new five-ton-capacity, all-electric Linde forklift that arrived recently. An electric charger installed at the terminal charges it between shifts, but other than that it performs just like its diesel-powered brethren.

And for those pieces of equipment



COURTESY OF WWL

"As an environmental forerunner in the maritime industry, WWL is pleased to undertake this initiative as part of our energy-efficiency and emissions-reduction programs."

~ Michael Derby



Rod Pickens, left, and Michael Derby have promoted WWL's efforts to put filters on storm drains at the terminal.

still powered by diesel fuel, Mid-Atlantic Terminal has installed catalytic converters and is using ultra-low-sulfur diesel fuel.

"We're not there yet, but we're heading in the right direction," Pickens said.

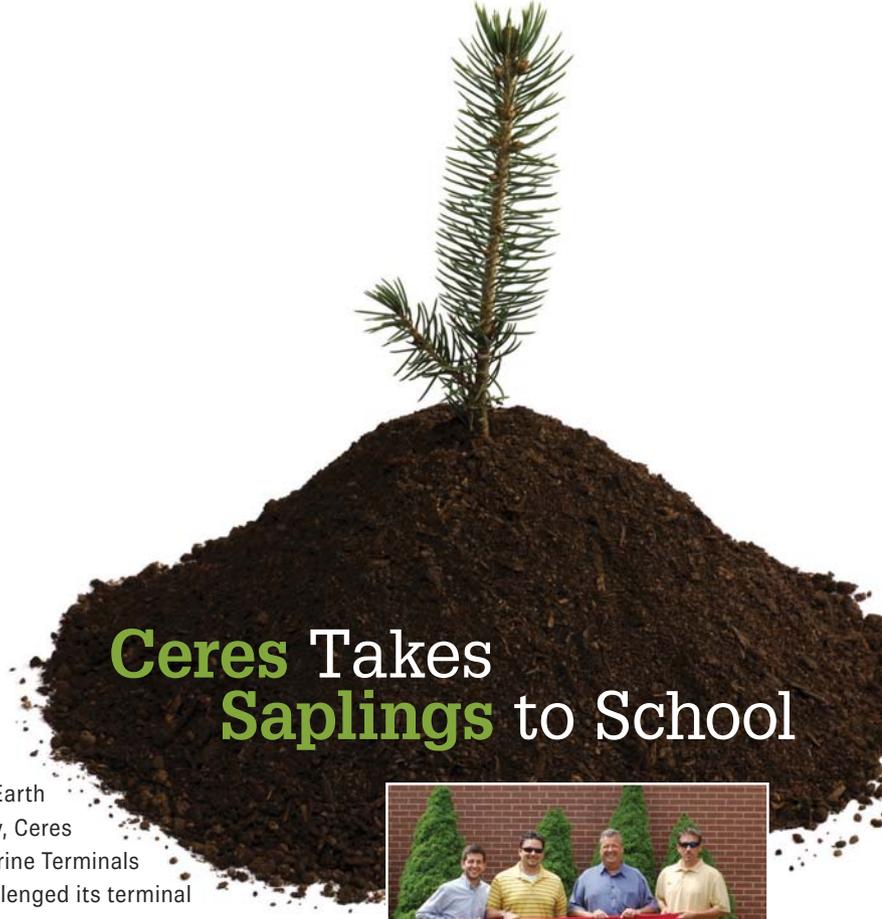
Also at WWL's Mid-Atlantic Terminal, which is part of Dundalk Marine Terminal, trees and a garden flank the office building — a little bit of vegetation amid 65 acres of asphalt and warehouses. Plus, Pickens hopes to add a rooftop garden to the ends of the warehouse buildings at some point in the future.

But right now, what WWL is doing to help the environment isn't green — it's gray. Gray filters line the storm drains on the terminal, trapping sediment and small bits of trash. The filters have "fingers" that grab oil and other pollutants.

Mid-Atlantic Terminal's portion of the terminal has nearly 60 storm drains requiring two filters each.

The company also designed an attachment for its forklifts to allow them to lift the heavy metal drain cover in order to replace the filters.

"Storm drain filters are pricey and they only last about a year," Pickens said, "but they are the last line of defense. It's a commitment by the company. It's just the right thing to do." 🌐



Ceres Takes Saplings to School

For Earth Day, Ceres Marine Terminals Inc. challenged its terminal managers across the country to do something environmentally minded.

Doug Wolfe, Terminal Manager in Baltimore, decided that Ceres would give elementary school children trees to plant. He chose Emmorton Elementary School in Harford County because an employee had sent children there.

Wolfe and Ceres employees visited the school on Earth Day and handed out 600 tiny blue spruce saplings to teachers, staff and students. The saplings came packaged in a tube with planting instructions.

"It was so much fun for the kids, and all of us got a lot more out of it," said Wolfe, who received more than 100 cards and letters from students describing how they planted their trees. "For me, the memories will last a lifetime." 🌐



PHOTOGRAPHY BY SCOTT SENKO

Emmorton Elementary School students were excited to receive saplings courtesy of Ceres Marine Terminals, which was represented by, top photo from left to right, Steve Hussein, Bill Wade, Doug Wolfe and Drew Drouillard.

GREEN PORT

Hard-working Crane Reduces Emissions

The gigantic, two-year-old crane at Rukert Terminals Corporation is 23 stories tall, mounted on 80 truck tires and boasts a 28-yard bucket for bulk cargo. But what's impressing people at Rukert is its smaller carbon footprint.

The crane operates in a more environmentally friendly manner, thanks to technological advances by its manufacturer, Liebherr-Werk Nenzing GmbH.

The Liebherr crane is equipped with an ECO-Control System that uses up to 25 percent less diesel, without impacting the crane's operations. Once the designated speed of the crane movement is achieved, the Litronic® crane control system automatically calculates the minimal required revolutions per minute for the diesel engine.

The reverse power during deceleration and lowering modes



KATHY BERGREN SMITH

is reused for other main movements, as well as to cover auxiliary energy needs such as cooling, heating and air conditioning.

A further side effect is the low rpm of the hydraulic system, which means longer lifetime of hydraulic pumps and components. The crane uses up to 75 percent less hydraulic oil, and is significantly less noisy.

The crane also can run on biodiesel, and Liebherr has developed a biodegradable oil for its products. The end result? A 79-ton reduction of carbon dioxide emissions annually. 🌍



Turner Station Gets A Hand

On a Saturday in late April, the Baltimore Port Alliance Environmental Committee, together with the nonprofit Turner Station Conservation Teams, performed a clean-up effort on a tract of land near Dundalk. The work was performed along a tidal inlet between the new Sollers Point community center and the entrance to Turners Station Park. The community would like to see the area re-landscaped with a fitness path for walkers. 🌍

With assistance from the Baltimore Port Alliance, a group of volunteers met near the Turners Station Park entrance in April to remove litter and clear fallen trees and other debris from a tract of land near Dundalk.



PHOTOGRAPHY BY BILL MCALLEN

**Baltimore, Maryland, Deep-Water Berth
for New Super Panamax-sized Vessels**



Wharf Completed...Cranes are Coming



**Baltimore's Seagirt Marine Terminal
is planning for the future NOW.**

Ports America Chesapeake has completed the new 50-foot berth and will be fully operational with four super-post-Panamax cranes by August 2012.

www.PortsAmerica.com



SETTING RECORDS

Baltimore's Numbers Better Than Any Major U.S. Port

Coming up on the halfway point of 2012, the Port of Baltimore continues to build on record-setting performances achieved last year.

For 2011, the Port saw a 15 percent increase in the amount of cargo it handled, marking the greatest growth by any major U.S. port. And the Maryland Port Administration (MPA) reported that general cargo tonnage at the public terminals kept on climbing — more than 19 percent growth — during the first quarter of the new year. Export cargo increases were seen in everything from container and breakbulk tonnage to Roll-On/Roll-Off (RO/RO) and steel.

"The Port of Baltimore continues to demonstrate that it is one of our nation's greatest seaports," said Maryland Governor Martin O'Malley. "The Port has been able to endure tough economic times and demonstrate levels of success even greater than other ports thanks to long-term contracts with major shipping companies, unique job-creating business partnerships and shrewd infrastructure investments."

The Port's public and private marine terminals saw 37.8 million tons of cargo cross their docks in 2011, up from 32.8 million tons in 2010. The total dollar value amount of that cargo was more than \$51.4 billion, the Port's highest dollar value ever and a 24 percent jump from 2010.

In addition, the Port exported a record 24 million tons of cargo.

OTHER 2011 PORT CARGO-HANDLING RECORDS INCLUDED:

- 19.2 million tons of coal
- 551,000 auto units (also highest in the U.S.)
- 401,135 containers at the public marine terminals
- 631,806 Twenty Foot Equivalent Units (TEU's)
- Six million tons of containers at the public marine terminals
- 520,000 tons of wood pulp at the public marine terminals

Baltimore was ranked best among 360 U.S. ports for handling farm and construction machinery, autos, trucks, imported forest products, imported sugar, imported iron ore and imported gypsum. Baltimore ranked second in the U.S. for exported coal, imported salt and imported aluminum. Overall, Baltimore is ranked 11th for the total dollar value of cargo and 12th for cargo tonnage.

General cargo managed by the MPA in 2011 reached 8.8 million tons, up nine percent from the previous year and just short of the all-time MPA record of nine million tons set in 2008. The majority of general cargo includes containerized goods, autos, forest products, and roll on/roll off cargo (farm and construction equipment). Among these specific commodities, Roll-On/Roll-Off tonnage was up 51 percent; auto units increased 12 percent; containers were up four percent; and pulp, which is used to produce paper towels, tissues and other paper products, was up one percent. Rolled paper, which is used to produce magazines and glossies, was down seven percent.

Imported cargo headed to Baltimore's public terminals reached 5.5 million tons, a seven percent increase from 2010. Exported cargo leaving the public terminals for worldwide destinations was 3.3 million tons, a 13 percent increase from the previous year.

Bulk cargos like sugar, salt, coal and gypsum that are handled primarily by the private terminals reached 28 million tons, a 17 percent increase from 2010. Coal

experienced the greatest jump among bulk commodities in 2011, finishing with 19.2 million tons, a 38.5 percent increase from 2010.

The private marine terminals exported 20.4 million tons of cargo in 2011, a 39 percent increase from 2010. Imported cargo at the private terminals was 8.3 million tons, a 15 percent decrease.

The cruise business also experienced another record-breaking year in Baltimore, as 251,889 people sailed on 105 cruises out of Baltimore in 2011. Both figures were all-time records. Baltimore is ranked fifth among East Coast ports and 14th in the U.S. for most cruise passengers. The total economic value to the State of Maryland of cruising from the Port of Baltimore is about \$90 million, with an estimated 200 jobs generated directly by cruise activity.

Gov. O'Malley noted that the Port's record-setting performance in 2011 was

"excellent news for the thousands of men and women who work at the Port and depend on it to provide for their families."

Business at the Port of Baltimore generates about 14,630 direct jobs, while another 108,000 jobs in Maryland are linked to port activities. The Port is responsible for creating \$3 billion in personal wages and salary, and more than \$300 million in state and local taxes.

MPA Executive Director James J. White looks forward to the Port carrying on in its role as a "key economic generator for Maryland," particularly as work is completed on the new 50-foot container berth at Seagirt Marine Terminal.

"The berth will allow for some of the largest container ships in the world to come to Baltimore and will open up new opportunities for us to increase business, grow jobs and further entrench ourselves as an economic stalwart for our state," White said. 🌐



PHOTOGRAPHY CLOCKWISE FROM TOP: KATHY BERGREN SMITH, BILL MCALLEN, BILL MCALLEN

HIGH 5 FIVE

MSC's Five Trade Lanes – and Five Ships Per Week – Contribute to Baltimore's Thriving Container Business

BY NANCY MENEFEE JACKSON

Five Trade Lanes Serving Baltimore & Other North American Ports

FAR EAST →

Jeddah, Salatah, Colombo, Singapore, Hong Kong, Chiwan, Yantian, Ningbo and Shanghai.

NORTH ATLANTIC →

Bremerhaven, Rotterdam, Antwerp, Felixstowe and Le Havre.

SOUTH AFRICA

(continuing to Australia) → Cape Town, Port Elizabeth and Durban.

SOUTH AMERICA →

Suape, Rio de Janeiro, Santos, Navegantes, Rio Grande, Montevideo and Buenos Aires.

WESTERN MEDITERRANEAN

→ Sines, Valencia, La Spezia, Leghorn, Naples and Gioia Tauro.



The Far East. South America. The western Mediterranean.

Name just about any exotic destination and Mediterranean Shipping Company (MSC) links it to the Port of Baltimore via five trade-lane services.

Without a doubt, Baltimore is "well-served worldwide," according to Mauro Dal Bo, who manages MSC's Baltimore office. The company's five trade lanes have helped the Port of Baltimore achieve record numbers when it comes to containers:

The most-used service is the Far East route, which MSC started in 2009. "People really appreciate that service," said Dal Bo, noting that it utilizes 8,000- to 9,000-Twenty-Foot Equivalent Unit (TEU) ships. The least-used service is South Africa and Australia, but the company is committed to meeting its customers' needs. "It's important to serve your clients," Dal Bo said. "Our philosophy is to

have one-stop shopping — they call us up and we can go everywhere and anywhere."

Five MSC ships call on Baltimore each week. "With all the vessels we have, and with five vessels calling here weekly, we hope people understand and realize that we can export and import cargo from anywhere in the world," said Jack Bohli, Line Manager with MSC. These vessels give us many options for both direct service and trans-service." Bohli, who has been with the company since 1996, remembers when it operated just one service to South Africa with small ships under 2,000 TEUs. "Little by little, year after year, we added the services to better serve this market," he said.

The company owns more than 200 ships and operates more than 400 vessels worldwide. To date, the largest MSC ship to call on Baltimore is the 9,200-TEU MSC *Sindy*.

MSC's services are a vital part of the Port of Baltimore's container growth.

Container numbers at the Port have shown continued growth since 2009, with a new container record set in 2011.

"It is no secret that the growth of the container business in the Port of Baltimore has been directly linked to the success of MSC," said Joseph M. Greco, Sr., Maryland Port Administration (MPA) Deputy Director, Marketing. "The Maryland Port Administration, in coordination with Ports America Chesapeake, is extremely proud of the partnership it has created with MSC. From the very beginnings to where we are today, the partnership has not only fostered a mutually beneficial success story for the MPA and MSC, but for the entire Port community."

Greco added that, as the MPA and Ports America Chesapeake position themselves to take advantage of the expanded Panama Canal and the emergence of the Suez Canal, "We are confident that MSC will take advantage of our new capabilities with even larger vessels and



BILL MCALLEN

Meet Claudio Bozzo



You could say that Claudio Bozzo, a self-described "generalist with a passion for details," started on the path to MSC (USA) Inc. President when he was hired as a clerk in the intermodal office in New York in 1994. A native of Genoa, Italy, he managed numerous departments for MSC, which is the second-largest steamship company in the world and employs more than 1,100 people in the United States. He became MSC (USA) Inc.'s President in 2005, steering the company through the tough economic downturn.

"We expect every year to be better than the one before, and that philosophy will never change," he said in a 2010 interview for *The Journal of Commerce*. The interview appeared in a special section celebrating the 40th anniversary of MSC worldwide and the 25th anniversary of MSC's service in the U.S. trades.

When asked about the future of MSC (USA) Inc., he noted, "I think we have to continue to focus on improving customer service and building relationships."

Maryland Port Administration (MPA) Executive Director James J. White said Bozzo "has shown tremendous leadership abilities and has contributed greatly to MSC becoming one of the top container companies in the world." White added, "Claudio is a real credit to MSC. He has a real focus on customer service and has helped MSC stay on the cutting edge of international maritime transportation."

Bozzo, at age 45, has received numerous honors, including being appointed Knight of the Italian Republic in 2004, being named President of the Italian American Chamber of Commerce in 2009 and earning a Special Achievement Award in International Business from the National Italian American Foundation (NAIF) in 2011. He has served since 2010 as President of all Italian Chambers in the North American Free Trade Agreement area. This year, he also became Vice President of the European American Chamber of Commerce. In 2011, Bozzo was inducted into the U.N. International Maritime Hall of Fame, one of the youngest presidents to be so honored. He also won the NIAF award in international business.

Bozzo is the author of two books, "A Steady Hand at the Helm" and "The Four Silent Killers of a Corporation," which is used as a training manual at MSC. ■

Putting energy into efficiency

As part of MSC's commitment to reducing its carbon footprint, the company has created Sustainability Ambitions 2020, a comprehensive program promoting environmental and ethical responsibility. Among other initiatives, the company is reducing CO2 emissions, using low-sulphur fuels and incorporating new energy-saving technologies while improving the supply chain and logistical networks for ever-increasing efficiency.

The MSC *Teresa* was recently recognized as the best-performing container vessel on the "Environmental Ship Index" maintained by the World Ports Climate Initiative.

continue to provide the world-class shipping service that has made them the second largest ocean carrier in the world."

In 2009, MSC signed a six-year extension to its contract with the Port of Baltimore, promising to move a minimum of 100,000 containers through Baltimore. It quickly surpassed that; in 2010 it moved 181,000 containers in and out of the Port.

Baltimore's strategic location is key for MSC. Both warehouses and distribution

centers handling finished products are plentiful, and the region's economy is solid, creating a demand for goods.

"We can reach the final consumer with less trucking costs," Dal Bo noted.

"MSC believes in the Port and this market," he added. "The ships have become bigger and bigger, and the biggest is yet to come. For sure, Baltimore is positioning itself to continue to serve the market beyond the Port." 🌐

AUTOS

The
Proof
is in the
Process



BY KATHY BERGREN SMITH

The Port of Baltimore's love affair with the automobile began in 1963 when the first Volkswagen Beetle to arrive in the United States was off-loaded in a cargo net at the Dundalk Marine Terminal. Since then, Baltimore has grown to become one of the busiest automobile ports on the East Coast, actually ascending to the top spot in 2011.

Dealers receive their vehicles in top-notch condition thanks to the fastidious attention of the Port's multiple high-quality vehicle processing centers (VPCs).

"Baltimore has developed a culture of excellence when it comes to vehicle processing," said Lawrence Johnson, Maryland Port Administration (MPA) Trade Development. He explained that, since the Port has handled vehicles for so long, there is a knowledge base that other ports cannot claim. "We have top-shelf management and an incredibly skilled labor force, some with over three decades of experience."

In addition to the highly trained workforce in Baltimore, there's something to be said for vehicle manufacturers having options. "It gives the Port a competitive advantage to have multiple processors to choose from," Johnson noted. "Most ports have much narrower options. And one processor may offer some accessorization or special program that another doesn't that also gives the automaker a wider choice."

Port's Auto Business Benefits From Outstanding Vehicle Processing Centers

VPCs provide multiple services for both import and export vehicles. The VPC is the first point of rest for imported vehicles that are thoroughly inspected for voyage damage, cleaned and prepared for delivery. Vehicles can also be painted and accessorized with anything from spoilers to special trim. On the export side, the VPC can apply a protective undercoating and otherwise prepare vehicles for ocean transit.

AMPORTS, the largest portside automotive processor in North America, provides a full palette of vehicle processing for both imports and exports at several locations on the harbor. Last year, the company's Baltimore facilities processed 180,000 vehicles. With multiple locations at the Port, AMPORTS can service any shipping line, adding flexibility to the manufacturers' supply chain.

AMPORTS has more than 150 acres at its two facilities on the Fairfield side of the harbor — referred to as its Atlantic and Chesapeake Terminals. At these locations, CSX delivers



COURTESY OF MERCEDES-BENZ USA



The high-quality performance and efficiency of vehicle processing centers operated by Mercedes-Benz USA, left, WWL Vehicle Americas Services, right, and AMPORTS, opposite page, have helped enhance the reputation of the Port of Baltimore within the automotive industry.

10,000 vehicles per month via rail for export to a variety of destinations worldwide.

"We have partnered with CSX and their subsidiary Total Distribution Services Inc. (TDSI) to expand our capabilities for loading and unloading via rail," said Steven Rand, AMPORTS President and CEO. The two companies are seeking to increase rail capacity, which will allow even more vehicles to flow through the terminal.

Across the harbor, AMPORTS leases 65 acres from the MPA at its Dundalk Marine Terminal, which is served by the Norfolk Southern Railroad. (This dual-service by CSX and Norfolk Southern, together with Baltimore's geographic location as the closest Atlantic Coast port to auto-manufacturing hubs in the Midwest, makes the Port a natural choice for export vehicles.)

As AMPORTS processes several different auto manufacturers' products, the facility is set up to provide diverse processing services. After a rigorous inspection, vehicles may be accessorized before heading to load lines for outbound transportation. According to

"Our secret weapon here in Baltimore is really the skilled and committed labor force. Many of our people have decades of experience in their area of expertise." ~ George Molyneaux

Rand, the vehicles are readied for their ocean voyage by spraying an undercoat to combat rust. Each AMPORTS facility includes paint and body shop services, which are fully capable of addressing any damage that may have occurred during inbound transit.

"Our motto, when it comes to repairs, is: 'Better than new,'" said George Molyneaux, General Manager of the facility. There are literally hundreds of paint colors to monitor, as well as any service bulletins for the dozens of models of cars the facility handles. Again, Molyneaux points to a highly skilled workforce as the key to the processing center's success.

"Our secret weapon here in Baltimore is really the skilled and committed labor

force," said Molyneaux. "Many of our people have decades of experience in their area of expertise."

The MPA's ground-breaking Quality Cargo Handling Action Team (QCHAT) brings together representatives from each of the processors, the stevedores, the shippers and the manufacturers for a monthly meeting. "Basically, everyone involved in the handling of autos will be represented at the meetings," said MPA's Johnson. It is not uncommon for 30 or more people to be on hand sharing information.

Ted Boudalis, Strategic VPC Operations Manager for Mercedes-Benz USA, says QCHAT is an opportunity to introduce new vehicle technologies or handling

instructions directly to those that drive them off the ship.

"Here at Mercedes-Benz, we place a very high priority on training," said Boudalis. "Our focus is on providing the highest level of customer experience — from the processors' perspective, that means taking every step possible to ensure that we are shipping the best vehicle you can get."

Members of the team at the Baltimore VPC are regularly deployed to the company's Regional Learning and Performance Center in Montvale, NJ, to receive up-to-the-minute diagnostic, technical, mechanical and body-work training.

in the United States, as its mid-Atlantic location is ideal to serve one of the largest American consumer markets.

MPA's Johnson said that there are 15 different haul-away truckers who deliver vehicles from the Port.

Back at the Dundalk Marine Terminal, Wallenius Wilhelmsen Logistics handles up to 150,000 cars annually at a processing center on more than 80 acres. John Felitto, President and CEO of WWL Vehicle Americas Services, said that, along with vehicle processing, WWL offers customers the option of utilizing WWL's ocean transportation services with 150 years of

shipping experience to its on-site marine terminal.

"We also offer terminal services and supply chain management on behalf of manufacturers," said Felitto. The 200 employees with WWL Vehicle Services Americas provide auto processing and technical services to a wide range of Asian, European and American manufacturers.

Like the other Baltimore vehicle processors, WWL places a priority on training to achieve high quality and efficiency standards. WWL leverages the expertise of its employees by running internal programs and contests seeking innovative ideas for continuous improvement and streamlining operations.

Felitto said that as an environmental forerunner, WWL works across all parts of its business to pursue greener alternatives to its operations on both land and sea.

"One of the ground-breaking environmental projects that WWL has implemented at the vehicle services location in Baltimore is a fuel tracking program in an effort to make reductions to the facility's total carbon footprint," said Felitto. 🌐

COURTESY OF WWL



COURTESY OF AMPORTS

After clearing U.S. Customs, each new Mercedes-Benz first arrives at the VPC before being delivered to a dealership. While at the VPC, every aspect of the vehicle undergoes a close inspection under bright lights.

The facility also can add accessories, even at the last minute. "Let's say a customer has ordered a car, it is built to the specifications and shipped here for processing and delivery. But perhaps along the way, they decide they want an accessory they did not initially order. We can usually accommodate them here," said Boudalis. "So our customers get the exact car they want."

The Baltimore VPC handles nearly half of the Mercedes-Benz vehicles that arrive

AWC On the Scene

Tacoma, Washington-based Auto Warehousing Company recently signed a lease with the Maryland Port Administration for 10 acres in the Fairfield Terminal. The 50-year-old company will become the Port's fourth auto processor. "They are a West Coast firm and have wanted for some time to have a presence on the East Coast," said Lawrence Johnson of the Maryland Port Administration.

AWC has 25 facilities throughout the United States, Canada and Mexico providing port, railhead and plant processing facilities for multiple auto manufacturers.

www.autowc.com



Broad Stripes, Bright Stars ...

★ Big Sailabration

BY NANCY MENELEE JACKSON | Photography Courtesy of Visit Baltimore

Port Plays Proud Part in War of 1812 Bicentennial

JUST AS IT WAS 200 YEARS AGO, TODAY'S PORT OF BALTIMORE WORKS HARD TO KEEP SHIPS AND CARGO MOVING WHILE ALSO ENSURING THE SECURITY OF BOTH VESSELS AND PEOPLE. ★ THERE'S A HEIGHTENED CHALLENGE, HOWEVER, WHEN HUNDREDS OF THOUSANDS OF VISITORS ARRIVE ON THE SCENE FOR AN EVENT SUCH AS THE NATIONAL LAUNCH OF WAR OF 1812 BICENTENNIAL COMMEMORATIONS.



Baltimore's "Star-Spangled Sailabration," June 13-19, promised plenty of excitement in and around the Port, including an international array of tall ships at the Inner Harbor, military vessels at the North Locust Point Marine Terminal, a concert and fireworks at Fort McHenry, and a Blue Angels air show.

Leading up to the event, Capt. Mark O'Malley, who commands U.S. Coast Guard Sector Baltimore, emphasized, "The business of the Port must continue." O'Malley said the Coast Guard worked closely with the Baltimore Port Alliance to make sure cargo vessels could operate.

Shipping companies were notified as early as two years ago of bicentennial events. Information was also quickly ferried to commercial operations via e-mail, fax and a 24/7 real-time website, according to David Stambaugh, General Manager of the Baltimore Maritime Exchange. Stambaugh praised the Coast Guard and the 1812 committee

for sending out necessary information and coordinating with other groups.

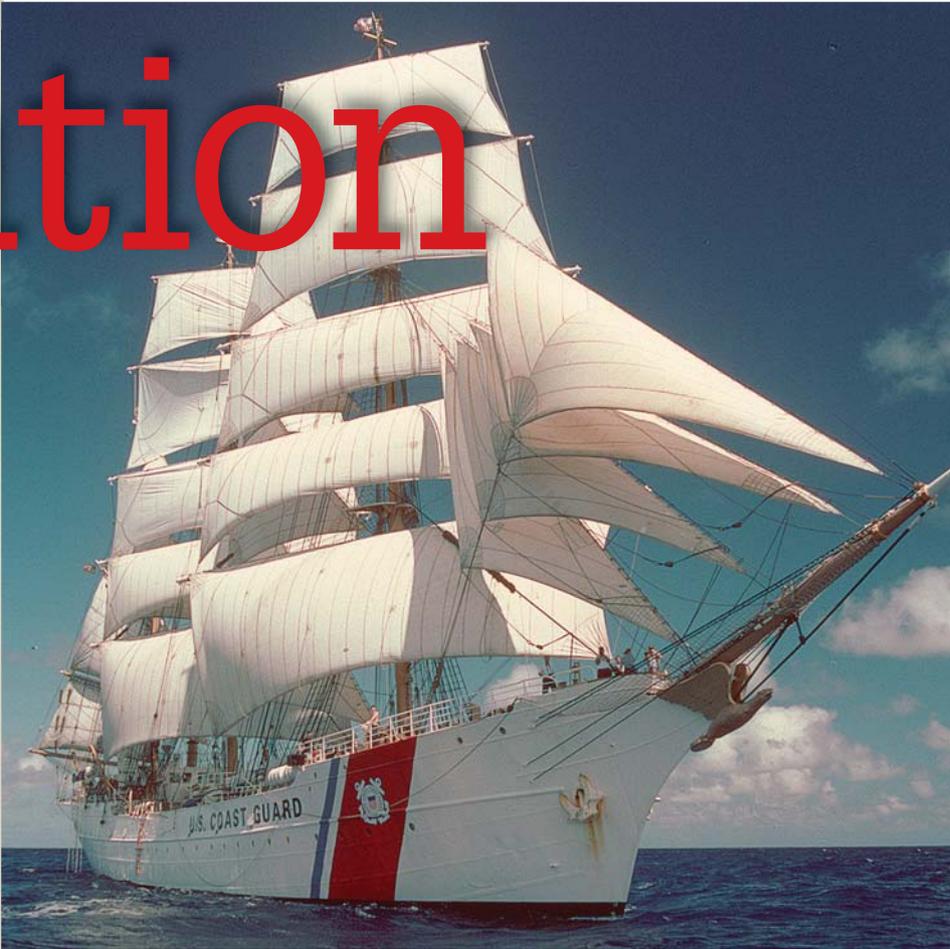
Richard L. Schiappacasse with Maryland Port Administration (MPA) Trade Development co-chaired the water logistics and berthing committee. "I was Logistics Chairman for OpSail 2000 [an international sailing event], and the city has ratcheted up its commitment to this," he noted, adding his appreciation for the cooperation among multiple agencies involved in the event. Schiappacasse spoke of

CONTINUED ON PAGE 30



STAR★
SPANGLED
Sailabration

JUNE 13-19 • 2012
BALTIMORE, MARYLAND



tion



Port Commissioner Proud of Ties to Fort McHenry

Port Commissioner Charlie White (pictured below) enjoys a modern-day connection with the War of 1812, having served with a U.S. artillery regiment that is descended from that time.

"It's a kind of folk tale around here that ordinary citizens raced to Fort McHenry and manned the guns," White said. "Those big artillery pieces were manned by regular U.S. artillery soldiers."

The soldiers belonged to the U.S. Corps of Artillery. During the War of 1812 or shortly thereafter, the Corps was reorganized into a regimental system, and the regulars who served at Fort McHenry were designated as the Second U.S. Artillery Regiment. Fort McHenry remained its regimental headquarters for many years.

The Second Artillery's distinguished combat history includes being the first Union artillery on the field at Gettysburg during the Civil War, and the last active pack howitzer mule battalion in the Army. Designated a historic unit, the Second is now permanently stationed at Fort Sill, Oklahoma, the home of the U.S. Army Field Artillery, where it serves both as the Artillery's salute battery and provides fire support for the Field Artillery School.

The Second Artillery has trained generations of artillery officers for both the Army and the Marine Corps. White commanded "Charlie" Battery of the Second Howitzer Battalion, Second Field Artillery (C 2/2) from 1965-66 before deploying to Vietnam where he was an Artillery Liaison Officer with the First Infantry Division, the "Big Red One."



CONTINUED FROM PAGE 28

how fortunate it was "to have many partners, including Baltimore City's Emergency Management & Transportation Offices, the Navy and the Coast Guard, to make this work."

David Thomas, the MPA's Director of Operations, added, "The most difficult part early on was understanding the organizational structure of the entire event." But those concerns were addressed and the level of cooperation among all the stakeholders was "fantastic," Thomas said.

It was during the War of 1812, sometimes called "America's second war of independence," that Fort McHenry withstood a British naval bombardment lasting more than 24 hours. By dawn's early light, the fort raised a huge American flag that inspired eyewitness Francis Scott Key to compose a poem destined to become "The Star-Spangled Banner."

As part of the "Star-Spangled Sailabration," which kicks off nearly three years of bicentennial commemorations,

Thomas noted that three U.S. Navy ships and three foreign-flag navy vessels were slotted to dock at North Locust Point, with two more naval vessels berthed at C. Steinweg, Inc.

The June 16-17 Blue Angels air show was expected to draw about 50,000 people, with many of them vying for a prime viewing spot at Fort McHenry. The MPA also offered seven acres at the South Locust Point Marine Terminal for spectators. In addition, Balterm relocated cargo to make more room.

Transit restrictions had to be imposed for five hours surrounding the Blue Angels' performance — nothing could move underneath the jets in an area more than a half-mile wide and a mile long. "No vessels, no rowboats, nothing," Schiappacasse said.

A cruise ship originally had been scheduled to leave at 4 p.m. on Sunday, which would have conflicted with the air show, but the Port rescheduled it to leave at 5 p.m. The Coast Guard was providing an escort to ease the cruise ship's trip out of the harbor, and also conducted extensive education



As the Star-Spangled Sailabration approached, plans had to be made around the Port of Baltimore to accommodate international naval vessels and a Blue Angels air show.

and outreach to pleasure boaters wanting to watch festivities from the water.

To address heightened security needs during the event, O'Malley noted that the Coast Guard worked with police agencies from the Maryland Department of Natural Resources, Maryland Transportation, Anne Arundel County, Baltimore County and Baltimore City.

The MPA provided technical expertise to the city, which had to dredge portions of the Inner Harbor for the tall ships.

"It's a huge event for the Port and the city and the state," Thomas said. 🌐

Fort McHenry's Superintendent Latest in Long Line of Women Making History



COURTESY OF VISIT BALTIMORE

Every time you stand for the National Anthem at a ball game, you can thank Ella Holloway. As national president of the Daughters of 1812, she championed the movement to make "The Star-Spangled Banner" America's song,

persuading a Maryland congressman to introduce the necessary legislation in 1918.

Holloway was just one of many women

mentioned at the 13th annual Women in Maritime History event held in March. With a theme of "The War of 1812 and the World of 2012," the sold-out breakfast featured keynote speaker Bert Hubinger, author of *1812: Rights of Passage*, and honored Tina Cappetta Orcutt (pictured left), the Superintendent of both Fort McHenry National Monument and Historic Shrine in Baltimore and Hampton National Historic Site in Towson.

"The superintendent of Fort McHenry is a living example of what women do when it's needed," said M. Kathleen Broadwater, Deputy Executive Director of the Maryland Port Administration (MPA), who introduced Orcutt.

In her speech, Orcutt took her audience back to 1814 and events that occurred



And the winner is...you.



Congratulations! Whether you are traveling on business or vacation, come enjoy the rewards and amenities of choosing to stay at the Country Inns & Suites*. All the comforts of home will be provided to you by our award-winning staff including:

- Free breakfast and newspaper
- All guest rooms and suites feature microwave, mini-fridge, in-room coffeemakers and flat screen TVs
- Free business center and HSIA/Wi-Fi throughout the hotel
- Meeting room up to 40 with free LCD/HSIA/Wi-Fi
- Club Bowflex®
- Laundry Room
- Easy access from Exit 64 at Northeast I-95 & I-695



I love this Country.™

Baltimore North • 8825 Yellow Brick Road • Baltimore, Maryland 21237
443.772.5000 • Reservations: 800.456.4000 • www.countryinns.com/hotels/mdbalnor

* Recipient of the Carlson Rezidor Hotels Presidents' Award 2011

in Baltimore related to the war. She also thanked the women of Locust Point, who, in the early 1970s, defeated a proposal for a bridge at Fort McHenry that would have forever marred the historic site.

A panel discussion during the event included the former director of the Star-Spangled Banner Flag House and people who are descended from Marylanders who fought in the war. Capt. Jonathan Thomas Street, co-chair of the Quality Cargo Handling Action Team (QCHAT) and the Port of Baltimore's RO/RO Rodeo, spoke about two of his ancestors: Col. John Streett, who served with the 7th Maryland Cavalry and rode to the defense of Baltimore in September 1814, and his brother Col. Roger Streett, who fought at North Point.

OBER | KALER

Attorneys at Law

Exceptional Guidance.



Offering more than 100 years of experience, Ober|Kaler counsels local, national and international businesses in all aspects of the maritime industry. Our casualty response lawyers are on call 24 hours a day at 410.685.1120.

- | | |
|-----------------------|-------------------------|
| • Maritime Casualties | • P&I Correspondents |
| • Ship Finance | • Charter Party Matters |
| • Marine Insurance | • Labor and Employment |
| • Immigration | • Environmental Claims |

For more information, contact Geoffrey Tobias, Tony Whitman or Patrick Cameron at admiralty@ober.com.

www.ober.com



PHOTOGRAPHY COURTESY OF NORDANA

Heavyweight Handlers

Nordana Vessels Carry Everything from Whirlybirds to Pachyderms

BY NANCY MENEFFEE JACKSON

Whether you need to transport a helicopter, a herd of elephants or a couple hundred cars, Nordana has the ships — and the experience — to do it.

"We have a total of 17 vessels, of which six are operating in two liner trade lanes from the U.S.," said Ron L. Jackson, Vice President, Nordana USA Inc. "We operate four multipurpose RO/RO [Roll-On/Roll-Off] vessels between the U.S. and the Mediterranean."

Baltimore is one of three fixed U.S. ports of call, with direct service to Mostaganem, Tarragona, Genoa, Alexandria, Beirut, Mersin, Izmir, Misurata, Livorno and Sagunto. Other ports of call can be established on an inducement basis.

The Denmark-based company also operates two liner vessels from U.S. ports into West Africa, with direct service to Lagos, Onne, TEMA and Abidjan. A

chartering division provides project vessels on a worldwide basis.

Jackson credits the Port of Baltimore as a big part of the company's success.

"One of our key areas involves the experience of the Port and the labor along with the care and attention that is given to our clients," he said. "The Port of Baltimore and the MPA [Maryland Port Administration] have been very cooperative in lending support and continued interest in Nordana. We are looking toward the future with great anticipation of continuing to grow our markets and expanding our business relationship with our clients out of Baltimore."

Charles McGinley, Trade Development for the MPA, noted, "When an exporter has cargo destined for a port of call in the Mediterranean, the MPA marketing staff will always recommend they give Ron a call. Our relationship with Ron and Nordana is very strong and we are confident they have the

At a Glance

- › American headquarters in Houston
- › 75 employees
- › Operates 17 vessels, including six in two liner trade lanes from the U.S.
- › Also offers land transportation cargo solutions

www.nordana.com



experience to handle any type of cargo that comes their way in a professional manner."

Jackson explained that Nordana's vessels are capable of handling cargo up to 200 m/t over their stern ramp and have a heavy-lift crane of 120 m/t on board. "We accommodate all types of RO/RO

and towable cargo such as helicopters, asphalt plants, power generators and all types of heavy and wide equipment," he said. "We have little to no restrictions as to what cargo we can accommodate on our vessels; with a 21-foot deck height, we guarantee your valued cargo will be loaded below deck. Our operational Port Captains have a great deal of experience that will ensure the safety of the cargo we are loading."

Some heavy cargo is more unusual than others. Several years ago, the company shipped a herd of circus elephants along with their attendants to Italy.

"This was quite a challenging experience since it was necessary for us to arrange for a dedicated area on the vessel that would allow the elephants to have some room to walk around and be allowed out of their special containers," Jackson said. "The loading received front-page coverage from the news media, and the elephants were delivered in good order and in sufficient time for the circus."

Nordana's ships also carry containers, palletized/bagged cargo and rolls of paper, as well as basic general cargo.

"Many of our vessels have hydraulic decks, which allows us to accept some 200 standard automobiles without the loss of any under-deck space," Jackson said.

Nordana has invested in the purchase of various types of Mafi trailers, as well as being able to provide specialized containers and flat racks, so that it can move all types of cargo in a timely fashion. The company also is focusing on "greener" equipment for the future.

"We will continue to look into vessels with larger capacity and more fuel-efficient engines, which will reduce the amount of emissions per ton of cargo," said Jackson, who describes Nordana as a "practical" company, attending to its clients and finding cargo solutions for them.

"The core of our business is ocean-related, but it often includes land transportation as well," Jackson said. "Therefore, the more demanding it is, the more we like it to prove the added value of our expertise. The fact that we focus on very specific areas allows us to provide exceptional customer service and allows the clients to feel as they are part of the Nordana 'family.' " 



- ★ Container Sales & Modifications
- ★ Container Yard Services
- ★ Trucking & Logistics
- ★ Trailer Repair & Service
- ★ Mobile Repairs

FIVE STAR SERVICE

Main Office: 410-633-7800
Trailer Div.: 410-633-8120

www.picorpbalt.com

6508 East Lombard Street
Baltimore, MD 21224

IN BALTIMORE...



Our network operates in 50 countries with offices in nearly 200 cities throughout the world.

Footner and Company, Inc.

- International Forwarding Agent
- Customs Broker
- IATA Air Cargo Agent
- Project Forwarding Specialists
- Member of GFG Network

P.O. Box 9973
6610-B Tributary Street, Suite 300
Baltimore, Maryland 21224-0973
U.S.A.

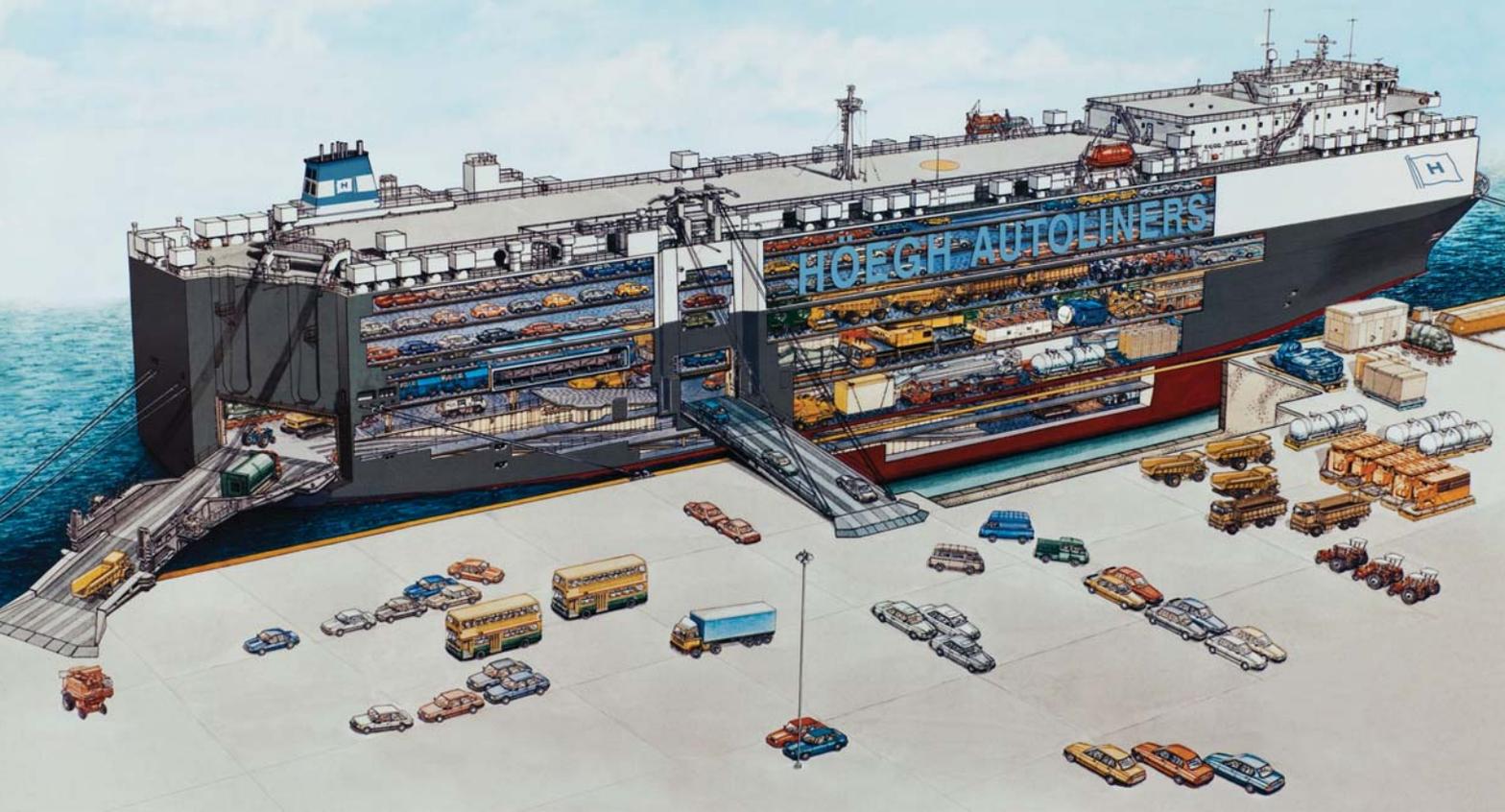
Phone (410) 631-7711
Fax (410) 631-7716
E-mail: richard@footner.com
Website: www.footner.com

Richard J. Gutierrez
President



FMC-OTI Lic.No.0010 /F
CB Lic No 9767
IATA NO 12252

ESTABLISHED 1950



A Large Capacity For Cargo Diversity

Höegh Autoliners Enjoys Worldwide Reach While Handling an Extensive RO/RO Range

BY BLAISE WILLIG

David E. Honor of Höegh Autoliners smiled as he drove around the Port of Baltimore's Atlantic Terminal, scanning row upon row of cargo — automobiles new and used, construction equipment big and bigger, machinery both familiar and unusual. "One of the things I love about this job is just seeing the diversity of cargo," he said.

It's also one of the things that customers love about Höegh, which has seen its port calls in Baltimore climb from six per month in 2009 to the current 10 per month.

"We know our niche market, and

customers know that Höegh can handle just about anything," explained Honor, Höegh's General Manager — Baltimore Region. "Höegh has strategically pursued static, high and heavy project cargoes as well as conventional RO/RO [Roll-On/Roll-Off] cargoes, and Baltimore has proven an excellent port for these types of exports."

A leading provider of RO/RO transportation services, Höegh is tapped into a wide port network that seems to be continually expanding. The carrier is connected directly to Europe, West and South Africa, Oceania, North Africa, the Middle

East and the Far East, while also offering transshipment service throughout the world.

During more than 30 years in Baltimore, Höegh has imported and exported everything from helicopters to knockdown dredges, and delicate tin lizzies to huge crane shipments that require 28 Mafi trailers for vessel loading. Long-term accounts for Höegh at the Port of Baltimore include Chrysler, Manitowoc Cranes and many others. In addition, Honor noted, "We at Höegh are excited that we have been awarded the Ford Transit Van business for 2012."

Höegh operates at both the Atlantic and Dundalk marine terminals, but in order to handle the large volume of previously owned vehicles (POVs) coming through the Port, the company also leases 10 acres at the Fairfield terminal from the Maryland Port Administration (MPA). As Lawrence Johnson of MPA Trade Development noted, Höegh has been "an integral part of the growth of the Port."

"They are a reliable ocean carrier, maintain their schedules and provide great



For the **NINTH CONSECUTIVE YEAR**, Höegh Autoliners has received General Motors' **"SUPPLIER OF THE YEAR"** award, recognizing the carrier's part in a world-class supply chain focused on quality, capacity management and total cost. "The Supplier of the Year award winners' partnership, dedication and commitment to consistently perform above expectations played an important role in GM's success in 2011," said Bob Socia, Vice President, Global Purchasing and Supply Chain. An awards ceremony was held in March at the Detroit Institute of Arts.

customer service," Johnson added. "These things make them a valuable tenant here at the Port."

Höegh relies on AMPORTS for receiving and staging vehicles, and Ceres Marine Terminals for stevedoring. "They have provided excellent service in damage-free handling, enabling us to further meet our customers' expectations," noted Honor, who has been with Höegh for eight years and gives a large amount of credit to Terminal Manager Craig Merson for keeping these partnerships operating smoothly.

About the Port, Honor commented, "As we all know, Baltimore's proximity to the U.S. manufacturing heartland is a tremendous inland advantage for our shippers and consignees." He also praised Port personnel. "It's a very close-knit industry," he said. "We interact regularly and share ideas, involving labor as well as management in quality issues." Examples he offered include the Quality Cargo Handling Action Team (QCHAT) and the RO/RO Rodeo, both of which foster a cooperative effort for training and trouble-shooting.

"Our belief is that if it's good for the Port of Baltimore, it's good for us," Honor said.

And if it's good for Höegh, then it's good for customers — both now and down the road. As Honor put it, "Höegh is constantly evolving to meet our clients' changing needs." 🌐

At a Glance



BILL MCALLEN

Höegh Autoliners

- ➔ Norwegian company started in 1927 by 31-year-old Leif Høegh
- ➔ Formed a joint venture with Ugland in 1970 to create Höegh-Ugland Auto Liners. Renamed Höegh Autoliners in 2005
- ➔ More than 80 employees in the U.S., including 13 handling customer service and terminal and vessel operations in Baltimore
- ➔ 30 offices in four regions, including a Baltimore office at 3001 Childs Street
- ➔ Höegh Autoliners carried about 1.86 million car equivalent units (CEUs) and made just above 3,100 port calls in 2011.
- ➔ Fleet of 42 owned and 13 long-term charter pure car-truck carriers

www.hoegh.com/autoliners





RAY FITZGERALD

WWL Official Focuses on Future Filled with Promise

BY MERRILL WITTY
 Photograph Courtesy of WWL

www.2wglobal.com



Ray Fitzgerald has been president of Wallenius Wilhelmsen Logistics Americas for about one year. We checked in with him recently to see how that year has gone.

"There are always challenges associated with taking on a new role, irrespective of how familiar you are with an organization," he said, noting that he has been with the WWL group of companies since May of 2000, spending eight of those years with WWL and then almost four with its sister company, the American Shipping & Logistics Group.

"Upon returning to WWL last year," Fitzgerald said, "my priority was to

understand how our customers worked with us within each of our five product offerings (ocean services, terminal services, supply chain management, technical services and inland distribution), as well as gain a sense of how satisfied they were with WWL's performance and responsiveness."

Fitzgerald wanted to learn where the company needed to improve and how it could meet customers' future requirements in terms of services and capabilities. "With this understanding, we then expanded our focus internally to ensure that WWL's strategy and programs — related to talent development, quality improvement and process simplification — are aligned with our customers," Fitzgerald said.

The Port of Baltimore is WWL's largest port operation in the Americas, and a location where it is active across all five product offerings. Within its ocean business, WWL services automobiles, trucks, construction and agricultural equipment, project cargo, boats and other breakbulk cargo. With its terminals, vehicle processing and inland transportation businesses, it provides a full spectrum of services for customers on a 165-acre facility inside the Port.

Fitzgerald noted that the Maryland Port Administration (MPA) and Executive Director James J. White are adept at helping business run smoothly. "Under the professional leadership of Jim White, the MPA has been very astute, even visionary, in how it has marketed and positioned itself to WWL and other operators in the shipping and logistics sector," Fitzgerald said. "Jim is a clever, customer-focused leader who has successfully leveraged the geographical advantage of the Port of Baltimore with a constructive and supportive business approach. He can be tough, but he is fair. The Port's leadership has created an environment that has given WWL the confidence to invest in business expansion and new jobs at the Port." Fitzgerald added that the MPA team is "open, innovative and responsive," and able to "deliver dependable solutions" that have resulted in a strong and diversified base of business across all segments of the shipping industry.

White said of Fitzgerald, "Ray has exemplified outstanding executive leadership for many years. His many talents in our industry are well-known. WWL is today regarded as one of the world's very best maritime transportation companies. I have no doubt that Ray's leadership will take WWL to even greater heights."

Baltimore is also ideally situated at the center of trade and commerce on the U.S. East Coast, Fitzgerald acknowledged. "It is well positioned as a natural gateway to and from the Midwest with its two railroad partnerships and efficient highway connections." For that reason, he explained, the Port is core to many of WWL's key trade routes that link the State of Maryland and

customers in the mid-Atlantic and Midwest regions to markets in Asia, Europe, Australia and South America.

Port leadership is also a willing participant in discussions about environmental initiatives. "We are working with the MPA to test and measure some of our green initiatives associated with WWL's ultimate vision to reach zero emissions for our operations on land and sea."

Fitzgerald continued, "Inspired by our Castor Green Terminal concept, WWL is operating two fully electric, "extra duty," emission-free shuttle vehicles at Mid-Atlantic Terminal, and we have installed GPS-enabled solar panels on the terminal that produce 25 to 45 percent more electricity than conventional fixed solar panels. Other green initiatives implemented in Baltimore include the use of stormwater filters on our terminal and

"It is well positioned as a natural gateway to and from the Midwest with its two railroad partnerships and efficient highway connections." ~ Ray Fitzgerald

electric forklifts to move cargo." (To learn more about WWL's environmental efforts, see the GreenPort section, page 16.)

WWL is always looking toward the future. "Our ambition is to grow along with our customers, and ahead of the market," Fitzgerald said. The company has implemented a multidimensional growth strategy — one focused on mature markets like the U.S. and Canada, and another focused on markets with robust development, such as Brazil and Mexico. Fitzgerald explained that future growth

will be carefully managed to ensure that WWL maintains and strengthens its position as the "best-in-class transportation and logistics solutions provider to manufacturers of automobiles and heavy equipment."

Before joining the WWL group of companies, Fitzgerald spent 13 years with the Crowley Maritime Group. His career in the maritime industry began in the early 1980s with Lavino Shipping in Philadelphia and then Strachan Shipping in New York City. 



THE TERMINAL CORPORATION

Logistic Services

- Warehousing
- Trucking
- Intermodal Drayage
- Inventory Management
- Value Added Services
- Real Time Online Visibility
- Form, Fill, Seal Packaging
- Multiple Facilities near Port of Baltimore
- Transload

Industries

- Beer, Wine, Spirits
- Grocery
- Forest Products
- Consumer Products
- Retail Suppliers
- Import/Export



**Integrating Your
Supply Chain
Since 1893**

Full Service Logistics Management

Our expert staff and state of the art information technology systems coupled with extensive physical assets sets us apart from common third party logistics providers

Contact us today to learn how The Terminal Corporation can help gear up your logistics operations

**The Terminal Corporation
1657A South Highland Ave.
Baltimore, MD 21224**

**Web: www.TermCorp.com
Email: Info@TermCorp.com
Phone: 800-560-7207**

SHIPPING AGENTS & LINES

Among U.S. ports, Baltimore is a leading handler of Roll-On/Roll-Off cargo; automobiles; imported forest products; and imported gypsum, sugar and iron ore. As business keeps sailing smoothly into and out of Baltimore, the Port has a diverse group of shipping lines and agents to thank for keeping the cargo coming and going.



These listings were taken from the Port of Baltimore Directory (www.POBdirectory.com) or provided by the Maryland Port Administration (www.marylandports.com) and Baltimore Maritime Exchange (www.balmx.org), a non-profit, membership-supported vessel traffic information service.

Efforts have been made to ensure that this information is as accurate as possible. The Maryland Port Administration, Media Two and Baltimore Maritime Exchange assume no responsibility for errors, inaccuracies or omissions.

SHIPPING AGENTS >>>

Argosy Transportation Group, Inc.

4747 Bellaire Blvd., Ste. 275
Bellaire, TX 77401
713-668-3388
Fax: 713-668-3390
www.argosyship.com

Bermuda Agencies, Ltd. (Agent for Bermuda Container Line)

One Gateway Ctr., Ste. 2408
Newark, NJ 07102
973-242-6890
Fax: 973-242-6826
www.bcl.bm

Biehl & Co. LP

1 Hausel Rd., Ste. 105
Wilmington, DE 19801
302-594-9700
Fax: 302-594-9705
www.biehlco.com

Bill Lukowski Steamship Agency Inc.

4405 Blakely Ave.
Nottingham, MD 21236
410-960-8494
Fax: 410-276-3298

Capes Shipping Agencies

603 Christiana Ave.
Wilmington, DE 19801
302-427-0440
Fax: 302-427-0448
www.capesshipping.net

Evergreen Shipping Agency (America) Corp.

8140 Corporate Dr., Ste. 205
Baltimore, MD 21236
410-513-1900
Fax: 410-513-1962
www.evergreen-shipping.us

Free State Marine Services

1201 Wallace St.
Baltimore, MD 21230
410-347-7999
Fax: 410-385-8650
www.freestatemarine.com

GAC Shipping (USA) Inc.

1 International Plaza, Ste. 250
Philadelphia, PA 19113
484-953-3310
www.gac.com

Hanjin Shipping Co., Ltd.

80 E. Rt. 4, Ste. 200
Paramus, NJ 07652-2655
201-291-4600
Fax: 201-291-9393
www.hanjin.com

Inchcape Shipping Services

Maritime Center
6610 Tributary St., Ste. 309
Baltimore, MD 21224
410-631-5665
Fax: 410-631-7119
www.iss-shipping.com

John S. Connor, Inc. (Agent/Operator)

799 Cromwell Park Dr., Stes. A-G
Glen Burnie, MD 21061
410-863-0211, 1-800-795-2751
Fax: 410-590-0181
www.jsconnor.com

"K" Line America, Inc.

2200 Broening Hwy., Ste. 245
Baltimore, MD 21224
410-276-5659, 1-800-609-3221
Fax: 410-276-5690
www.kline.com

Lukowski & Gray Steamship Agency, LLC

2202 Boston St., Ste. 205
Baltimore, MD 21231
410-276-2078
Fax: 410-276-3298

Mediterranean Shipping Co. (USA)

2200 Broening Hwy., Ste. 260
Baltimore, MD 21224
410-631-7567
Fax: 410-631-7575
www.msccgva.ch

Moran Shipping Agencies, Inc.

3400 Dillon St.
Baltimore, MD 21224
410-675-6017
Fax: 410-675-5612
www.moranshipping.com



"ONLY FLYING IS FASTER"

 **spliethoff**

 **BaltiCarrier**



TO FINLAND - RUSSIA - KAZAKHSTAN

Direct sailings with a fast transit time between
Baltimore MD - Jacksonville FL - Hamina - Paldiski,

Paldiski is the most suitable port in Europe to reach Kazakhstan. Hamina is close to the Russian border and connected to the Russian railway system. Hamina and Paldiski are Transfennica hubs with connections to:

- Tilbury (UK)
- Gdynia (Poland)
- Lübeck (Germany)
- Antwerp (Belgium)
- St. Petersburg (Russia)

Our modern fleet of fast and reliable vessels can handle all your long, wide and heavy cargoes, even on deck.

We can carry your cargoes like:

- Trucks
- Vehicles
- Dump trucks
- Agricultural machinery
- Trailers
- Construction equipment
- Shipper Owned Containers
- **Liner Owned Containers!**



For more info and bookings:

BaltiCarrier Amsterdam

Phone: +31 20 448 84 67

E-mail: amsterdam@balticarrier.com

BaltiCarrier New York

Phone: +1 203 438 11 36

E-mail: newyork@balticarrier.com

BaltiCarrier Baltimore

Phone: +1 410 282 4133

E-mail: baltimore@balticarrier.com

BaltiCarrier Jacksonville

Phone: +1 336 749 4229

E-mail: jacksonville@balticarrier.com

BaltiCarrier Moscow

Phone: +7 495 783 35 92

E-mail: moscow@balticarrier.com

Spliethoff

Radarweg 36

1042 AA Amsterdam

The Netherlands

www.spliethoff.com



Network America Lines, Inc.

2200 Broening Hwy., Ste. 105
Baltimore, MD 21224
410-633-0017
Fax: 410-633-0018
www.netamlines.com

Ocean Ship, Inc.

3400 Dillon St.
Baltimore, MD 21224
410-276-1453
Fax: 410-675-5612

On Deck Services, LLC

2200 Broening Hwy, Ste. 260
Baltimore, MD 21224
443-413-5965
Fax: 410-631-7575

S5/Norton Lilly International

2200 Broening Hwy., Ste. 249
Baltimore, MD 21224
410-633-4294
Fax: 410-633-2595
www.nortonlilly.com

Sparrows Point Ship Agency, Ltd.

2nd & Coal Plant Rd.
Baltimore, MD 21219
410-477-5530
Fax: 410-477-5532

Steamship Trade Association of Baltimore, Inc.

8615 Ridgely's Choice Dr., Ste. 202
Baltimore, MD 21236
410-248-3377
Fax: 410-248-3378
www.sta-balto.com

Stellar Freight Ltd.

80 Broad St., 13th Fl.
New York, NY 10004
212-269-4221
www.stellarfreight.com

T. Parker Host of Maryland, Inc.

2200 Broening Hwy., Ste. 102
Baltimore, MD 21224
410-633-4666
Fax: 410-633-2993
www.tparkerhost.com

Terminal Shipping Co.

1801 S. Clinton St., Ste. 220
Baltimore, MD 21224
410-276-3490
Fax: 410-276-3495
www.termship.com

TF Marine

2200 Broening Hwy., Ste. 225
Baltimore, MD 21224
410-633-3350
Fax: 410-633-3390
www.tfmarine.com

Trans-Atlantic Agencies, Inc.

9716 Pulaski Hwy.
Baltimore, MD 21220
443-559-3020
Fax: 443-559-3030
www.trans-atlanticagencies.com

United Arab Agencies, Inc./UASC

2200 Broening Hwy., Ste. 275
Baltimore, MD 21224
410-631-0230
Fax: 410-631-0229
www.uasc.com.kw

Wallenius Wilhelmsen Logistics Americas, LLC

1801 S. Clinton St. Ste. 100
Baltimore, MD 21224
410-633-0880, 201-505-4000 (customer care)
Fax: 410-633-0892
www.2wgglobal.com

Wilhelmsen Ships Service

701 Ashland Ave., Ashland Center II,
Bay 12, Bldg. 23
Folcroft, PA 19032
610-586-7801
Fax: 215-701-0646

SHIPPING LINES >>>**ACL (Atlantic Container Line)**

50 Cardinal Dr.
Westfield, NJ 07090
1-800-225-1235
Fax: 1-888-225-9800
www.aclcargo.com

American President Lines (APL)

1085 Morris Ave., Ste. 200
Union, NJ 07083
908-977-1700
Fax: 908-977-1704
www.apl.com

American Roll-On Roll-Off Carrier

One Maynard Dr.
Park Ridge, NJ 07656
201-307-1626
Fax: 201-307-9172
www.arrycnet.com

Atlantic Ro-Ro Carriers, Inc.

c/o Rukert Terminals Corp., 2021 S. Clinton St.
Baltimore, MD 21224
410-276-1013
Fax: 410-327-2315
www.arrycm.com

Bahri

400 E. Pratt St., 4th Fl.
Baltimore, MD 21202
410-625-7000
Fax: 410-625-7050
www.nscsaamerica.com

BaltiCarrier (Div. of Spliethoff)

2001 E. McComas St.
Baltimore, MD 21230
410-282-4133, 203-438-1136
Fax: 410-282-7727
www.spliethoff.com

Canada States Africa Line (CSAL)

c/o Rukert Terminals Corp., 2021 S. Clinton St.
Baltimore, MD 21224
410-276-1013
Fax: 410-327-2315
www.csaline.com

CMA CGM (America) LLC

5701 Lake Wright Dr.
Norfolk, VA 23502
757-961-2315
Fax: 703-341-1354
www.cma-cgm.com

Compania Chilena de Navegacion Interocéanica (CCNI)

c/o S5/Norton Lilly International, 2200
Broening Hwy., Ste. 270
Baltimore, MD 21224
410-633-4294
Fax: 410-633-2595
www.ccni.cl

Cosco Container Lines Americas

100 Lighting Way
Secaucus, NJ 07094
717-993-6292
Fax: 717-993-6799
www.cosco-usa.com

CSAV

99 Wood Ave. South, 9th Fl.
Iselin, NJ 08830
732-635-2600
Fax: 732-635-2601
www.csav.com

Eastern Car Liner

(c/o T. Parker Host, Inc.-VA)
500 E. Plume St., Ste. 600
Norfolk, VA 23510
757-627-6286
Fax: 757-627-3948
www.tparkerhost.com

EUKOR Car Carriers

560 Sylvan Ave., 2nd Fl.
Englewood Cliffs, NJ 07632
201-894-0300
Fax: 201-894-0302
www.eukor.com

Evergreen Shipping Corp.

8140 Corporate Dr., Ste. 205
Baltimore, MD 21236
410-513-1900
Fax: 410-513-1962
www.evergreen-shipping.us

Gearbulk, Inc.

c/o Inchcape Shipping Services
Maritime Center, 6610 Tributary St., Ste. 309
Baltimore, MD 21224
410-631-5665
Fax: 410-631-7119
www.gearbulk.com

Hamburg Süd North America, Inc.

2000 Market St., Ste. 900
Philadelphia, PA 19103
215-923-6900, 1-888-930-7447 (Import)
Fax: 215-625-9810
www.hamburgsud.com

Hanjin Shipping Co., Ltd.

80 E. Rt. 4, Ste. 200
Paramus, NJ 07652-2655
201-291-4600
Fax: 201-291-9393
www.hanjin.com

Hapag-Lloyd (America) Inc.
1101 Pennsylvania Ave. NW, Ste. 600
Washington, DC 20009
202-742-6563
Fax: 202-746-6561
www.hapag-lloyd.com

Höegh Autoliners Inc.
3001 Childs St., Ste. C
Baltimore, MD 21226
410-354-8041
Fax: 410-354-4530
www.hoegh.com

Hyundai America Shipping Agency, Inc.
65 Challenger Rd., 4th Fl.
Ridgefield Park, NJ 07660
1-877-7-HYUNDAI (749-8632), 201-373-3500
Fax: 201-373-3501
www.hmm21.com

"K" Line America, Inc.
2200 Broening Hwy., Ste. 245
Baltimore, MD 21224
410-276-5659, 1-800-609-3221
Fax: 410-276-5690
www.kline.com

Maersk Line
2 Giralda Farms, Madison Ave., P.O. Box 880
Madison, NJ 07940-0880
1-800-854-6553
www.maerskline.com

Mediterranean Shipping Co. (USA)
2200 Broening Hwy., Ste. 260
Baltimore, MD 21224
410-631-7567
Fax: 410-631-7575
www.mscgva.ch

Mitsui O.S.K. Lines
Harborside Financial Ctr., Plaza 5, Ste. 1710
Jersey City, NJ 07311-3988
201-395-5800
Fax: 201-395-5820
www.molroro.com

Neptune Orient Lines (NOL)
c/o APL, 1667 K St. NW, Ste. 400
Washington, DC 20006
202-331-1424
Fax: 202-775-8427
www.nol.com.sg

Nordana USA
11 Broadway, Ste. 1065
New York, NY 10004
212-363-4090
Fax: 212-363-4094
www.nordana.com

NYK Line (North America) Inc., Ro/Ro
925 Fell St., 3rd Fl.
Baltimore, MD 21231
410-534-5684
Fax: 410-534-4385
www.nykline.com

Safmarine, Inc.
Giralda Farms, Bldg. 2
Madison, NJ 07940-1027
973-443-4370
Fax: 973-443-4380
www.safmarine.com



US Customs Bonded CHL #2192 • ICC-MC #478416 • Insured



Import/Export Trucking • Container Drayage • Container Storage
Serving the Tri-State area to any destination within a 500 mile radius

US Customs Bonded Container Yard Located in the Port Newark Area

"Your Transportation Partner"

Steamship Lines Welcome
4-Acre Storage Facility • 24 Hour Gate Activity & Security
Firms Code #F449

187-189 Foundry Street • Newark, NJ 07105

TEL: **973.690.5363** FAX: **973.690.5364**

www.vmtrucking.com

Contact Us: solutions@vmtrucking.com

Serving the U.S. East and Gulf Coasts

T. Parker Host

SHIP AGENTS AND BROKERS

Baltimore

"your HOST on the waterfront since 1923"

2200 Broening Highway, Suite 102
Baltimore, Maryland 21224
Telephone: (410) 633-4666
Fax: (410) 633-2993
Telex: 6734714 HOSTMD
e-mail: mdops@tparkerhost.com
Website: www.tparkerhost.com

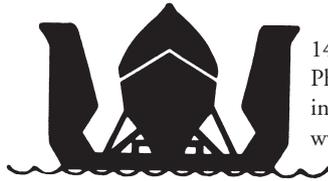


MOBILE FULL SERVICE SHIP REPAIR YARD

Emergency/Maintenance | Field & Shop Repairs | Machine Shop/Fabrications
 Serving Baltimore, Wilmington & Philadelphia
 Around-The-Clock Service
 Floating Equipment To Service Vessels At Cargo Piers
 Dry Dock & Wet Berth Services

RIDING CREWS TO SERVICE VESSELS WHILE UNDER WAY

The General Ship Repair Corp.



1449 Key Highway, Baltimore, Maryland 21230
 Phone: 410/752-7620 | Fax: 410/752-4650
 info@generalshiprepair.com
 www.generalshiprepair.com



Industrial Division of The General Ship Repair Corporation

**Commercial & Industrial Repairs | Structural & Mechanical
 Machining & Fabrications**

*"A Baltimore Tradition With Over Seventy-Five Years
 In The Same Location"*

Saga Forest Carriers International

38 E. Bay St.
 Savannah, GA 31401
 912-790-0300
 Fax: 912-447-0850
 www.sagaafc.com

Spliethoff Ro/Ro

2001 E. McComas St.
 Baltimore, MD 21230
 410-282-4133, 203-438-1136
 Fax: 410-282-7727
 www.spliethoff.com

Stellar Freight Ltd.

80 Broad St., 13th Fl.
 New York, NY 10004
 212-269-4221
 www.stellarfreight.com

United Arab Agencies, Inc./UASC

2200 Broening Hwy., Ste. 275
 Baltimore, MD 21224
 410-631-0230
 Fax: 410-631-0229
 www.uasc.net

Wallenius Wilhelmsen Logistics Americas, LLC

1801 S. Clinton St., Ste. 100
 Baltimore, MD 21224
 410-633-0880, 201-505-4000 (customer care)
 Fax: 410-633-0892
 www.2wglobal.com

Westfal-Larsen Shipping US Inc.

3655 Brookside Pkwy., Ste. 165
 Atlanta, GA 30022
 770-569-5821
 Fax: 770-569-5823
 www.wlshipping.com

Yang Ming (America) Corporation

8324 Tapu Ct.
 Nottingham, MD 21236
 410-931-5450
 www.yangming.com

BARGE LINES & CONTRACT SERVICES >>>

Columbia Coastal Transport, LLC

2200 Broening Hwy., Ste. 150
 Baltimore, MD 21224
 410-633-5701
 Fax: 410-633-5702
 www.columbia-group.com

McAllister Towing of Baltimore, Inc.

1201-A Wallace St.
 Baltimore, MD 21230
 410-276-8000
 Fax: 410-633-2002
 www.mcallistertowing.com

Smith Brothers, Inc.

4702 Woodfield Rd., P.O. Box 124
 Galesville, MD 20765
 410-867-1818, 410-269-5807
 Fax: 410-867-7813
 www.smithbarge.com

Heavy Lifts to 275 Ton Capacity Pile Driving

Salvage Marine Construction



McLean
 CONTRACTING COMPANY

Serving the Marine Industry Since 1903

Contact John Olgeirson 410-553-6700 www.McleanCont.com
 McLean Contracting Co. / 6700 McLean Way / Glen Burnie MD 21060

Moss Marine USA



Workshop Services & Specialty Products
 Ship & Industrial Equipment Repair

★ Hull ★ Piping Systems ★ Cargo Gear ★ Ramps ★ Welding ★ Machining ★
 ★ Cranes & Rigging ★ Main Propulsion & Auxiliary Machinery ★ Underwater Services ★

www.mossmarineusa.com
 (410)542-8775 | FX (410)542-8115



PHOTOGRAPHY BY BILL MCALLEN



At the Hestia Leader's wheel ceremony were, from left, NYK Line's Scott Senko, Bill Wade of Ceres, Capt. Viorel Palade, Lawrence Johnson of the MPA, Mitsubishi's Curt Parris and Matt Lyneis of Inchcape.

The wheel ceremony onboard the Tysla included, from left, the MPA's Richard Powers, Capt. Oyvind Jacobsen and Michael Derby of WWL.

Warm Welcome for *Hestia Leader*

The *Hestia Leader*, a 21,419-DWT pure car-truck carrier flying the flag of Japan and sailing for NYK Line (North America) Inc., recently unloaded 2,435 units during her first stop at the Port of Baltimore. Built in 2008, the *Hestia Leader* measures 199.94 meters in length by 32.26 meters in breadth.

Agent: Inchcape Shipping Services; **Stevedore:** Ceres Marine Terminal; **Towing:** Moran Towing of Maryland

First Time for *Tysla* at Port Terminals

Sailing for Wallenius Wilhelmsen Logistics (WWL) and flying the flag of Malta, the *Tysla* recently arrived at the Dundalk and Fairfield marine terminals en route to Zeebrugge, Belgium. The largest Roll-On/Roll-Off (RO/RO) vessel in the world, the *Tysla* is 265 meters long and 32.26 meters wide. The *Tysla* uses up to 20 percent less fuel per transported unit than its predecessors, thanks to an optimized hull form and energy-saving features such as a streamlined rudder design and duck tail.

Agent: Wallenius Wilhelmsen Logistics; **Stevedore:** Marine Terminals Corp. (MTC); **Towing:** McAllister Towing of Baltimore



On hand for the arrival of the Livorno Express were, from left, Chief Officer Jayson Fernandes, Third Officer Anurag Vishicarma, Master Balram Menon, David Thomas of the MPA and Jack Leishear of Norton Lilly International.

Celebrating the Zeus Leader's arrival were, from left, Inchcape's Matt Lyneis, Master Oesterd Rebello, Lawrence Johnson of the MPA and Scott Senko of NYK Line.

Livorno Express is New Arrival in Baltimore

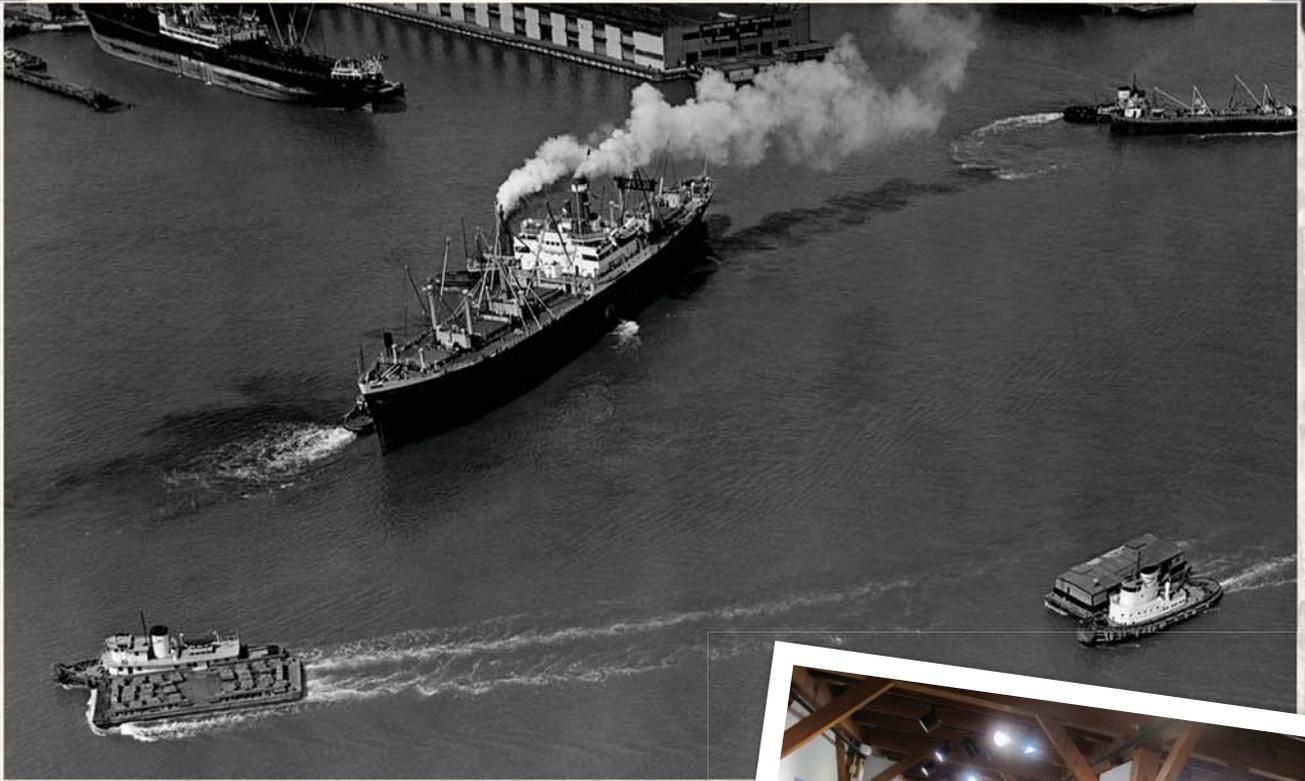
The Hapag-Lloyd *Livorno Express* made her maiden voyage to the Port of Baltimore in March. Flying the flag of Bermuda, the 43,715-DWT vessel is 242 meters long and 32 meters wide, with a 2,846 TEU cargo capacity.

Agent: Norton Lilly International; **Stevedore:** Ports America Chesapeake; **Towing:** Moran Towing of Maryland

Zeus Leader Unloads More Than 2,000 Units

NYK Line (North America) Inc.'s Japan-flagged pure car-truck carrier *Zeus Leader* unloaded 2,075 units upon arriving recently at the Port of Baltimore. With a cargo capacity of 6,341 passenger cars, the *Zeus Leader* measures nearly 200 meters long and 32.26 meters wide.

Agent: Inchcape Shipping Services; **Stevedore:** Ceres Marine Terminal; **Towing:** Moran Towing of Maryland



Aerial view of Baltimore harbor, c. 1960,
 photograph by A. Aubrey Bodine
 © Jennifer B. Bodine, www.aaubreybodine.com
 Chesapeake Bay Maritime Museum



KATHY BERGREN SMITH

STORY BY KATHY BERGREN SMITH

Captured about 50 years ago by famed Baltimore photojournalist A. Aubrey Bodine, this image shows the versatility of tugboats in the harbor. Here, a U.S.-flag C-2 Freighter at Pier 1 Clinton Street is being shifted by two tugs. Meanwhile, a harbor tug is handling lighter barges shuttling cargo between piers.

This Bodine image is part of a new exhibit at the Chesapeake Bay Maritime Museum in the Eastern Shore town of St. Michaels, Md. "Push and Pull: Life on Chesapeake Bay Tugboats" features artifacts, oral histories and photos in an interactive environment. As explained in museum materials, "The Chesapeake is a highway for tugs and barges, and for

the large ships aided by tugs in port. The exhibit explores the lives of the men and women who work on these tugboats, and the variety of ways tugs are used around the Chesapeake."

Among the sponsors of the exhibit are Moran Towing Corporation, McAllister Towing & Transportation and Dann Marine Towing, as well as CSX Corporation. Curtis Bay's Smith Shipyard donated several artifacts to the exhibit, which opened in April in the museum's steamboat gallery and continues through 2014. 🌐

Information can be found at
www.cbmm.org/index.htm.

WE'LL TAKE CARE OF YOUR FUEL NEEDS You take care of your customers

Count on **CONVENIENCE**

On-site Fuel Management
Automatic Delivery &
Tank Monitoring
Pump & Tank Rentals and
Installations
Lease Programs
Generator Fueling
24-hour Emergency
Service

Count on **QUALITY**

Ultra-Low Sulfur Diesel
Off Road Dyed Diesel
On Road Clear Diesel
Winterized Diesel
Premium Diesel
Bio Diesel
Gasoline
E10
E85

Count on **VALUE**

Risk Management
Programs – Including Price
Caps & Fixed Pricing
In-house Supply Strategies

COUNT ON US



www.carrollfuel.com

Call today to talk to a sales representative:

800.834.8590

*Family owned and operated,
Carroll takes pride in customer service.*

Rick Callender
443-463-5756

Jack Phelps
443-827-3387

Mark Phelps
443-506-2788

Maryland Port Administration
The World Trade Center Baltimore
Baltimore, MD 21202

Presorted Standard
U.S. Postage
PAID
Baltimore, MD
PERMIT NO. 5415



ACE LOGISTICS

Now Serving Los Angeles, Stockton, Seattle, Charleston & Oakland

WAREHOUSING | TRANSPORTATION | CONTRACT PACKAGING | DISTRIBUTION



670 Chesapeake Park Plaza
Baltimore, Maryland 21220
1.800.486.5996 | Cell: 410.294.4517
Email: alec@acelogisticsonline.com

